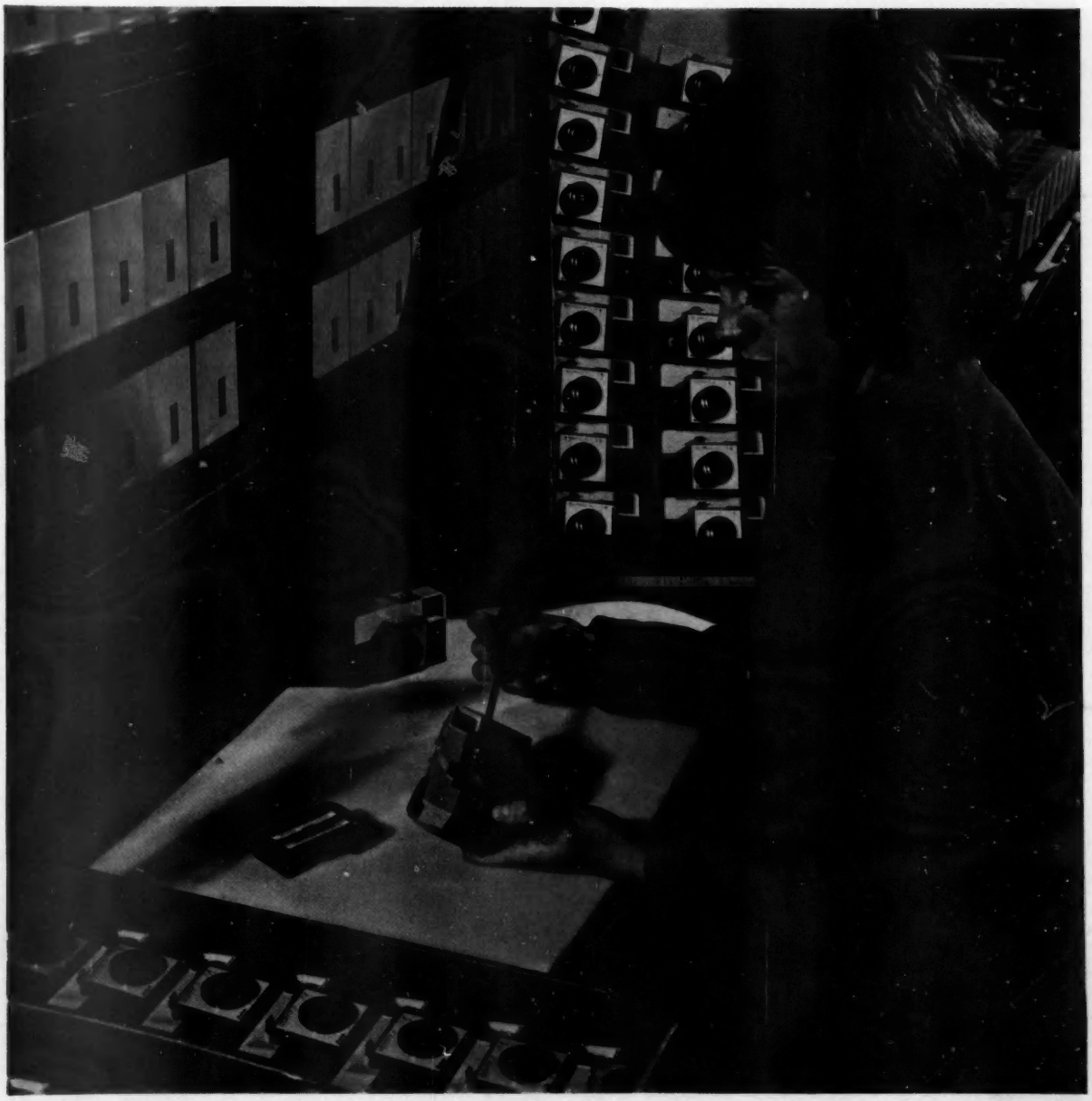
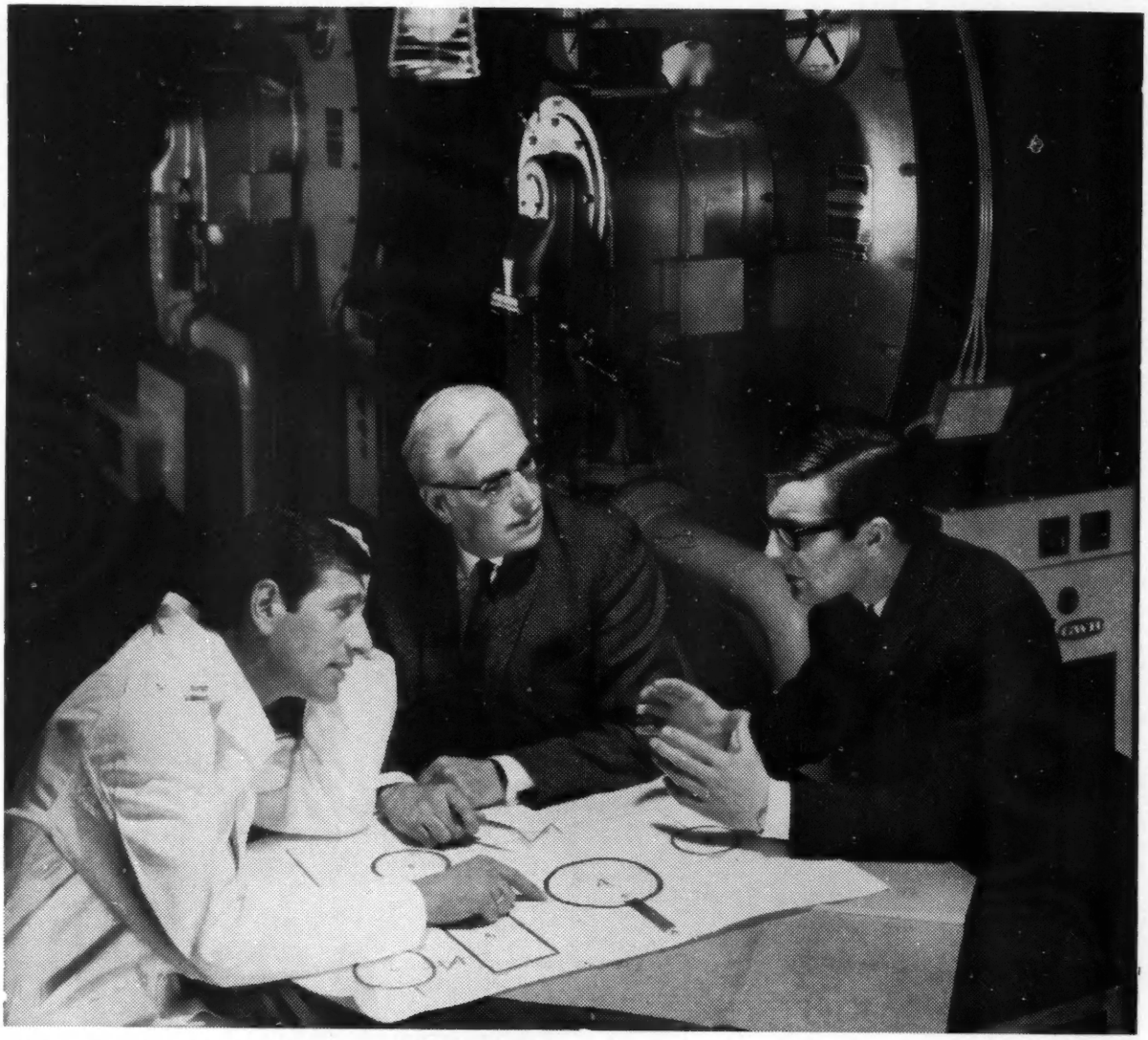
Board of Trade Journal

Volume 194, No. 3708 Published by Her Majesty's Stationery Office 12 April 1968



2s. 0d. net



ACROSS INDUSTRY... THEY'RE PREPARING FOR NATURAL GAS

ARE YOU?

Among engineers the talk is of gas from the sea — more and more finds have turned hope into certainty that this new primary fuel is going to provide an enormous stimulus to British industry, changing the economics of production and encouraging expansion.

Clean and flexible for delicate processing work — plentiful for large-scale use, natural gas has already proved to be the ideal industrial fuel in other countries. Soon, backed by the research and technical know-how of the Gas Industry, it will make its impact on the industrial scene in Britain.

Conversion from town gas is no problem — talk to your Gas Board's Industrial Gas Officer — he'll convince you of your bright new future with High Speed Gas from the North Sea. Ask him for a copy of "Preparing for Natural Gas" — a progress report to industry.

Industry is looking forward to
NATURAL HIGH SPEED GAS

Board of Trade Journal

VOLUME 194, NO. 3708, PAGES 1133-1200 12 APRIL 1968.
PRICE 2s. 0d. NET, SUBSCRIPTION INCLUDING POSTAGE £6 12s. 8d.

Editorial Address:
Board of Trade Journal, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877.

Ethiopia – A developing market 1135
Presidents report on UNCTAD conference 1140
Insurance and re-insurance – Resolution by UNCTAD . . . 1140
White Paper on productivity, prices and incomes policy . . . 1140
'Jet-Sell' mission to North America 1141
EFTA Consultative Committee communique 1141
'EFTA Bulletin' for April 1141
Consideration of mergers by the BoT 1142
Prevention of Fraud (Investments) Act 1958 1142
Application for temporary exemption from import duty . . . 1142
Marketing courses, summer 1968 1142
CoID conference on retail display 1142
Swiss tool distributors visit Sheffield 1143
'Through Transport to Europe' 1143
Patents endorsed 'Licences of Right' 1144
Reports from Science Abroad 1144

Aviation and Shipping
Minimum prices of inclusive tour holidays by air.
Aviation matters discussed in Parliament.
Anglo-Soviet Navigation Treaty.
New BoT ship surveyor.
Lower fares for East Midlands-Southend-Jersey/Guernsey air service.
Hovercraft conference.
New Trinity House service to Thames shipping.
Operation 'New Broom' 1146

Parliamentary Answers on aviation and shipping 1149

Parliamentary Answers 1150

New Books 1151

Government surplus sales by auction 1153

STATISTICS
The economy: selected indicators 1154
Wholesale Price Index Numbers 1155
Turnover of the catering trades, laundries and dry cleaners and hairdressers in February 1968 1160
Registration of British and foreign films. 1161
The UK computer market in 1967 1162
Orders in the footwear industry 1165
Gold and convertible currency reserves – March 1968 . . . 1165
Business Monitor: Production Series 1165

EXHIBITIONS AND FAIRS
'Magnificent performance' by British clothing manufacturers in Scandinavian Fashion Week 1167
Lisbon exhibition 'a marked commercial success' 1169
Danish industrial design at the Design Centre. 1169
Export theme at Leeds engineering exhibition 1170
British Week for Vienna 1170
Cologne Fair 'For the Child' 1171
British group display at Sydney Mechanical and Materials Handling Exhibition 1171
British Industrial Exhibition in Sao Paulo 1171

OVERSEAS TRADE AND EXPORTS
The French market for capital goods – a Paris Embassy survey of five industries 1173

TRADE AND FINANCIAL ARRANGEMENTS
Double taxation relief. Portugal – Double taxation. Pakistan and the USSR. Czechoslovakia and Norway. Cyprus and Poland. Italy and Pakistan. Newspaper supplement on UK-South African trade 1175
Information for exporters 1176
Export Tours 1180
Export Orders 1182

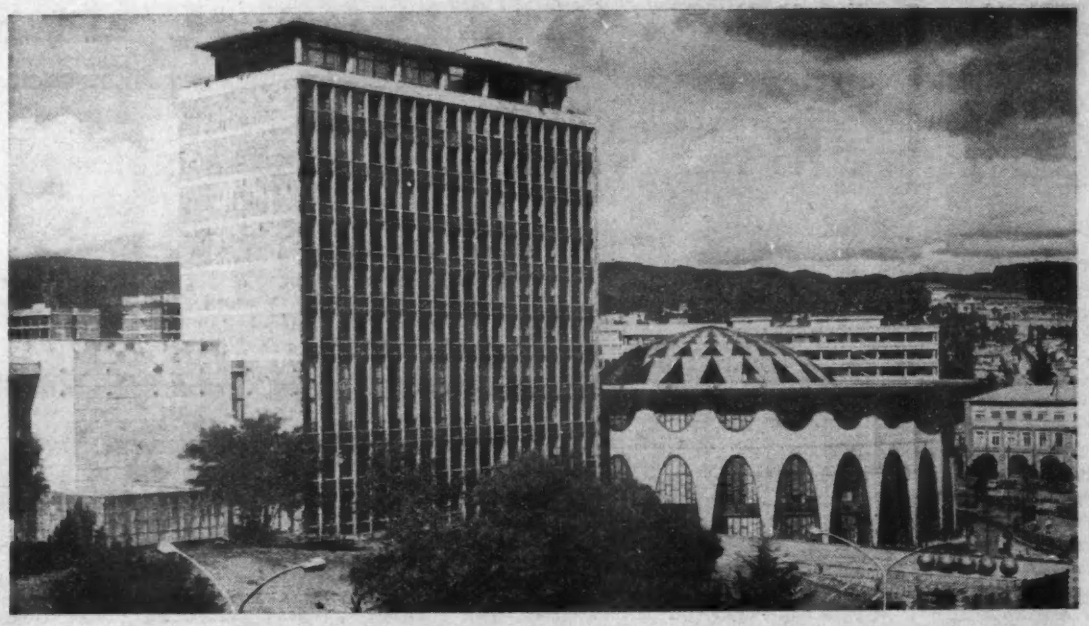
TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff changes. Tariff preferences for developed countries. Tariff board inquiry 1195
Canada: Tariff Board hearing on naphtha for use in the production of petrochemicals 1199
European Economic Community: Rules of competition. Common organization of the market for eggs, sugar, sugar as from July 1, 1968, oils and fats. Trade in processed agricultural products, in processed products with a fruit and vegetable base, in cereal-based animal feedstuffs. Common organization of the market for pigmeat, rice, milk and milk products and cereals 1187
Finland: Global quotas for 1968. Commodities subject to individual licensing during 1968 1190
France: Imports of goods from Britain under negotiated quotas. Global quota for imports of horsemeat. Import regulations for certain foodstuffs 1186
Germany, Federal Republic of: Quotas for goods at fairs . . . 1190
Israel: Liberalization of imports 1194
Japan: Liberalization of imports 1195
Lebanon: Customs tariff. Cement 1194
Libya: Classification of contractors in international registers . . 1194
New Zealand: 1968/69 Import Licensing Schedule 1196
Senegal, Republic of: Global import quotas 1968 1194
Singapore: Pioneer industries ordinance 1194
Spain: Duties within quota limits. Customs tariff. Opening of global quotas. Importation of preserved foodstuffs 1191
United States: Investigation – broom corn 1199

Subscriptions, Advertisements, Reprints 1200

INDEX TO STATISTICS 1200

Front cover photograph

Last month the 5 millionth 'Instamatic' still camera was produced at the Kodak Limited factory at Stevenage, Herts. About two-thirds of these cameras produced in Britain have been exported – earning over £4,000,000 in foreign currency – since their introduction in 1963. Within two years of their introduction 10 million 'Instamatic' still cameras were sold throughout the world. The secret of their success lies in the simplicity of operation, particularly in the easy-load film cartridge feature, which quickly won a high degree of consumer acceptance. The design and operation of the camera have gone a long way towards eliminating the complexities – without narrowing the scope – of black-and-white and colour photography.



ETHIOPIA'S LEADING BANK

የኢትዮጵያ ንግድ ባንክ

COMMERCIAL BANK of ETHIOPIA Share Company

OVER 40 BRANCHES IN THE EMPIRE OF ETHIOPIA

BRANCH AT KHARTOUM–SUDAN

(Handles all types of banking operations)

CORRESPONDENTS IN ALL THE IMPORTANT TRADE CENTRES OF THE WORLD

For complete information, write:

The General Manager, COMMERCIAL BANK OF ETHIOPIA, P.O. Box 225, Addis Ababa

Ethiopia: a developing market

By W. W. Murray, MBE, First Secretary (Commercial), Addis Ababa

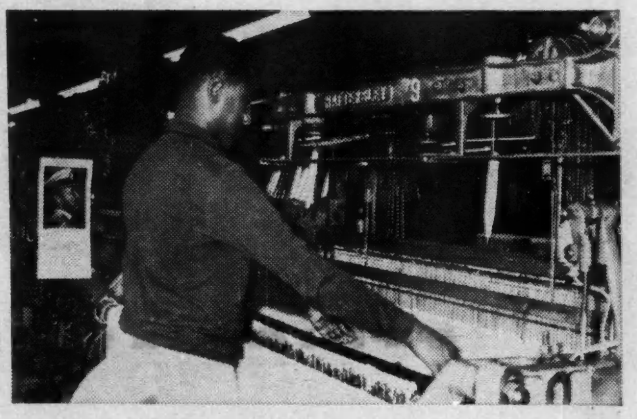
ETHIOPIA, the oldest independent country in Africa, has during the past few years been the object of much attention. Geographically the country has been out of touch with world developments for many decades and there is a great awareness of the need to make up for lost time. Great strides are being made in the field of education and the economy will soon have to face many changes if the emerging educated population is to be productively employed. The country exercises an increasing influence in African affairs and the permanent headquarters of both the Organization for African Unity and the United Nations Economic Commission for Africa are established in Addis Ababa.

The economy

The economy of Ethiopia is basically agricultural and pastoral and some 90 per cent of the population are engaged in farming or the raising of livestock on a subsistence or non-cash basis. Most of Ethiopia could hardly be surpassed in agricultural potential by any other nation in Africa. Almost anything will grow here and it is only the absence of wide scale mechanization in agriculture which prevents Ethiopia from becoming a supplier of food on a world scale. There is an abundance of rich land and plentiful rainfall for potential crop and livestock development. With the exception of South Africa, Ethiopia can boast of the largest livestock population on the continent. Much attention is being given to marketing centres which are under Government control. These centres are an important cog in the machinery of production since large areas of the country are without adequate access roads for the disposal of crops and livestock. Almost all of Ethiopia's exports are agricultural and over half of these is accounted for by coffee. Industry is still of minor importance, but it is growing quickly. It almost doubled between 1958 and 1962, and was due to treble during the Second Five Year Plan period. Between 1962 and 1965, investment in industry rose from Eth$25.5 million to Eth$67.6 million, and the gross value of production from Eth$116.4 million to Eth$227.7 million. The most important sector is food and beverages, with production amounting to nearly half the total. Next come textiles, into which some sophistication is now being introduced with synthetic fibre and woollen blanket factories and the use of better dyes. A variety of other consumer goods is also produced, but a new development is the completion of an oil refinery at Assab on the Red Sea Coast. This has been built with Soviet aid, and while Ethiopia's current consumption is 180,000 tons, it has a capacity of 500,000 tons per year of refined products.

Trade

Ethiopian imports have changed little over the years, though textiles and sugar have fallen with the increase in local production. Manufactured goods, machinery and transport equipment continue to head the bill, but since 1965 there has been a steady increase in purchases of consumer goods and foodstuffs.



British textile machinery being used in Ethiopia

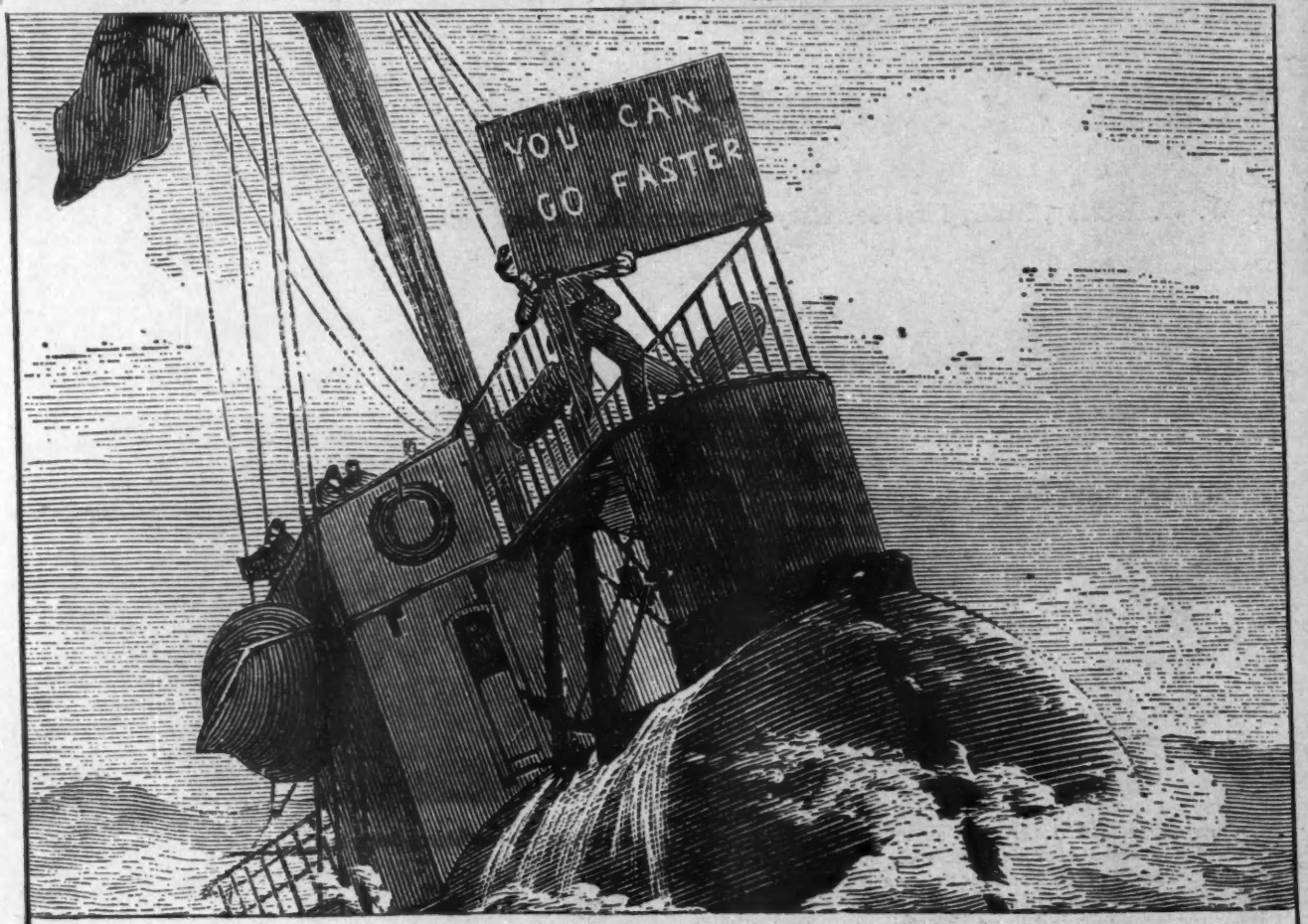
The latest complete figures (1966) show Ethiopia's main trading partners as:

Imports	(000 E$)	Exports	(000 E$)
Italy	77,618	United States	120,234
Japan	52,276	Italy	25,322
W. Germany	44,484	W. Germany	14,429
Holland	38,126	S. Arabia	13,645
United Kingdom	36,693	United Kingdom	12,461
United States	33,173	Japan	11,729

British trade with Ethiopia is unbalanced in our favour; in 1966 our exports to Ethiopia totalled £4.7 million (4.7 per cent up on 1965), while our imports were £1.7 million (21.5 per cent up on 1965). The principal goods we supply are manufactured products, in particular machinery and transport equipment, pharmaceuticals, chemicals, whisky and cigarettes and in return, we buy hides and skins, beans and pulses, oil seeds and coffee. The Ethiopian market is of course small, but there is room for improvement in our sales performance, at any rate in certain lines such as manufactured goods (where our sales actually fell by 34 per cent in 1966). Consumer goods also offer good prospects, with the growth of an urban population and of its income level. In vehicles we have a long way to go to catch up with our main Italian and German competitors, but this could be done, as the recent Japanese entry into the market has shown, given adequate investment and support, especially with spare parts and good after-sales service.

(*Continued on page 1137*)

(The voyage of Cleopatra's Needle to England. From 'Illustrated London News' 26th January, 1878.)



For a simpler way to speed your exports consult National and Grindlays

If 1968 is to be the year for exports, no red-tape or financial problems should be allowed to stand in their way.
So you need a really experienced international bank. With over 200 branches in India, Pakistan, Ceylon, Aden, East and Central Africa, and associates throughout the world, we at National and Grindlays are ready to help you in every possible way—with advice on markets, currency, forward credit, insurance, import regulations—you name it, we will handle it. Just contact us, at Head Office in the first instance.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 26 Bishopsgate, London, E.C.2. Tel: 01-588 4040. Ext. 310.

The National Bank of Ethiopia maintains the structure of import licensing and exchange control, as a contingency measure. So far licences and foreign exchange have been made available for all legitimate imports and there has not been any sign that the Bank will revise this policy.

Future economic plan

While agricultural production is being intensified Ethiopia would like to exploit her mineral potential. The country has a promising potash deposit in Eritrea and a concession has been granted to an American company for its exploitation. Four oil companies have exploration concessions, both along and off-shore in the Red Sea and in the Ogaden area. An aerial geological and geophysical survey of another promising area in the Sidamo and Wollega provinces is due to begin in the near future.

Unless the availability of foreign exchange becomes particularly acute, Ethiopia will continue to import a wide range of commodities, from industrial and agricultural machinery to consumer goods. The strongest competition for the United Kingdom will come from Italy, which is Ethiopia's traditional supplier, and Japan which is making impressive inroads into the Ethiopian market by a combination of low prices and aggressive salesmanship. There is a growing awareness, however, that it is good policy to pay a little extra for a superior product.

A third Five Year Plan is now under preparation and is expected to provide for a further increase in development outlays, but no details are yet available. It is likely to be another 12 months before the new plan begins, but undoubtedly increased government and private expenditure will depend heavily on external aid.

How to tackle the market

Before development in Ethiopia got under way, the Ethiopian businessmen had little experience of international trading, but he is

(*Continued on page* 1139)

MEED

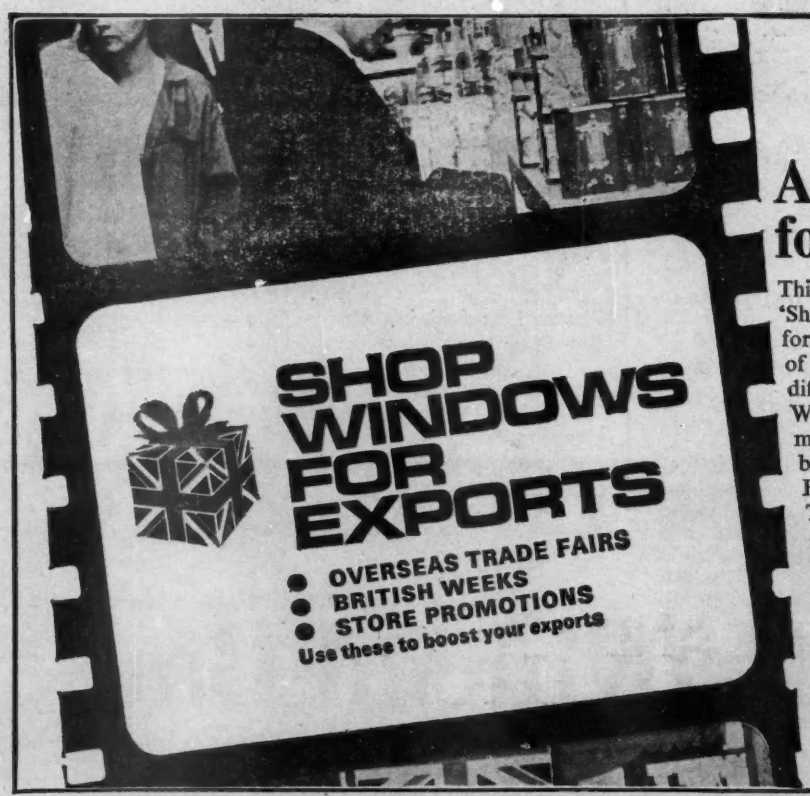
is the only weekly Business Journal on the whole Middle East Area

The Middle East Economic Digest reports weekly and in depth on the commercial, economic and industrial developments of the whole Middle East area – all Arab countries, Iran and Turkey.

The Middle East Economic Digest is read each week in over 50 countries. It costs £30 a year.

More than 150 commercial organizations in Britain read MEED. If you want to develop Middle East markets try a free-trial, one-month subscription without obligation. *Write to:*

Middle East Economic Digest,
Circulation Department,
84-86 Chancery Lane,
LONDON, W.C.2.



An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

„Export? Natürlich wissen wir alles über export."

"Eksportacion? Natyrisht ju dini mire çdo me thane eksportacion."

ወደ ፡ ውጭ ፡ አገር ፡ ስለማኩ ፡ የንግድ ፡ ዕቃዎች፡ ከም ፡ ስለነሱማ ፡ በጣም ፡ እርግጠኛን ፡

الصادرات ؟ بالطبع اننا نعرف كل شيء عن الصادرات.

রপ্তানী ? অবশ্য আমরা ইহা সম্বন্ধে সব কিছু জানি ।

"Износ? Разбира се че знаем всичко по износа".

ထုတ်ကုန်လား။ ထုတ်ကုန်အကြောင်းနှင့် ပတ်သက်လျှင် ကျွန်ုပ်တို့ ကျွမ်းကျင် နိုင်နင်းပါသည်။

对外貿易?当然我們知道有关对外貿易的一切。

„Exportovat? Ovšem, že víme vše o exportu."

„Eksport? Vi ved naturligvis alt om eksport."

"Export? Natuurlijk weten wij alles af van export."

Canraí as duit amach ó'n dtír? Gan amhras tá ólas againn air gcall ar gach gné atá a' duit amach ó'n dtír!!

„Eksport? Meie teame, mis puutub eksporti."

"Veivoli ki vanua tani? E kilai deivaki tu vei keimami na sala ni veivoli ki vanua tani "

"Vientiä? Tietenkin tiedämme kaiken viennistä."

„Export? Uiteraard weten wij er alles van!"

"Reic do thirean eile? Gu dearbh's aine dhuinn na h-uile mu dhéibhinn reic do thirean eile."

"ΕΞΑΓΩΓΕΣ; ΑΣΦΑΛΩΣ ΞΕΡΟΥΜΕ ΤΟ ΠΑΝ ΓΙΑ ΤΙΣ ΕΞΑΓΩΓΕΣ."

માલની નીકાસ? ખરેખર પ્રદેશ ખાતે માલ ની નીકાસ બાબત અજાને અનુભવ છે

"Ciniki da kasashen waje? Mu ne muka nakalci sha'anin ciniki da kasashen waje."

« ¿Exportaciones? Claro que sabemos de exportaciones ¡Lo sabemos todo! »

"Exporter? Cela n'a pas de secret pour nous!"

विदेशों से व्यापार? अवश्य हम इसे भली प्रकार समझते हैं।

„Export? Természetesen mindent tudunk az exporttal kapcsolatban."

"Útflutningur? Auðvitað vitum við allt sem viðkemur útflutningi."

輸出ですって?もちろん輸出のことなら何んでもどうぞ。

"Barang2 ekspot? Kami memang menjadi ahli dalam hal mengekspot barang2."

ייצוא? במובן· אנחנו יודעים הכל על אודות ייצוא·

„Eksport? Naturligvis vet vi alt om eksport."

ਪਰਦੇਸਾਂ ਨਾਲ ਵਪਾਰ? ਸਾਨੂੰ ਇਸ ਬਾਰੇ ਸਭ ਪਤੈ।

«صادرات؟ البته از صادرات اطلاع کامل داریم.»

„Eksport? Oczywiście my wiemy wszystko o eksporcie."

"Exportação? Mas concerteza, nós sabemos tudo sobre exportações.,,

„Exporturi? Fireste stim totul despre exporturi."

«Экспорт? Конечно, мы знаем всё, что касается экспорта! »

„Izvoz? Naravno da znamo sve o izvozu."

يارغ٢ اكلسفوت؟ كامي ميغ منجادي اهلي دالم حال مڤا كسفوت يارغ٢

"Export? Visst vet vi allt om export!"

ஏற்றுமதியா? அதைப்பற்றி எங்களுக்கு எல்லாம் தெரியுமே.

"สินค้าออกน่ะหรือ แน่นอนเรารู้ทุกอย่างเกี่ยวกับสินค้าออก"

"İhracat mı dediniz? Siz onu bize sorun, biz ihracat işinin erbabıyız."

دساور سے تجارت ؟ ہمیں اسکے بارے میں سب پتہ ہے

"Allforion? Wrth gwrs mi wyddom y cyfan am allforion."

« Esportazioni? Certo, sappiamo tutto sulle esportazioni! »

National Provincial Bank

now learning fast. The feeling towards Britain is as friendly as to any other country. English is the second official language and this offers an advantage to British firms. It is essential to keep in regular touch by letter with local agents or better still pay a personal visit.

British firms interested in Ethiopia should in any case first make a serious examination of the possibilities of the country for exports.

Government purchasing agencies normally buy requirements direct from overseas suppliers. Consumer goods, however, are generally sold through wholesaling importers. Distribution is at present largely in the hands of expatriate trading firms but there is an increasing emphasis on the necessity to Ethiopianise the commercial sector. Much of the commerce of Ethiopia is centred on the capital, Addis Ababa and Asmara, the former capital of Eritrea,

ETHIOPIAN TRADE STATISTICS (000 E$)

Complete trade statistics for the year 1965 are not available. Detailed figures are given for the years 1964 and 1966.

	(a) Total Foreign Trade	
	Imports	Exports
1964	307,687	259,153
1965	375,670	283,043
1966	404,250	269,104
	(b) Principal Suppliers	
	1964	1966
Italy	55,448	77,618
Japan	45,829	52,276
West Germany	38·218	44,484
United States	26·508	33·173
United Kingdom	26,462	36,693
Iran	14,065	15,288
	(c) Principal Markets	
	1964	1966
United States	128,726	120,234
Italy	18,553	25,322
Aden	12,373	6,424
United Kingdom	10,717	12,461
South Arabia	10,448	13,645
French Somaliland	10,120	9,332
Yugoslavia	9,670	1,206
West Germany	8,808	14,429
Netherlands	7,802	6,759
	(d) Principal Imports into Ethiopia	
	1964	1966
Motor vehicles and spares	34,821	41,206
Petroleum products	23,526	26,327
Clothing	15,403	15,038
Special industrial machinery	17,638	9,790
Cotton fabrics woven	10,556	3,403
Other textiles woven	12,330	8,506
Cotton	9,843	6,469
Iron and steel plates and sheets	9,422	10,558
Telecommunications apparatus	8,782	7,334
Articles of rubber	9,061	13,054
Textile yarn and thread	8,764	10,542
Agricultural machinery	7,800	10,828
Medical and pharmaceuticals	6,991	8,622

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

BINGO

LE MENSUEL DU MONDE NOIR

This publication is the chief monthly review in the French speaking territories. It is published on the first of each month with a circulation of 46,000, which covers the most prosperous and most influential people in Senegal, Mali, Cote d'Ivoire, Haute, Volta, Congo, Guinea, Camerouns, Togo, Niger, Central African Republic, Dahomey, Gabon, Chad and Madagascar.

Type area is 300 mm. x 220 mm. Advertising rates are as follows:

1 pg. 220 mm. × 300 mm. =N.F. 1,450 =£122. 7.2
½ pg. 148 mm. × 220 mm. or 300 mm. × 108 mm. =N.F. 750 = £63. 5.8
¼ pg. 72 mm. × 220 mm. or 148 mm. × 108 mm. =N.F. 400 = £33.15.0
⅛ pg. 72 mm. × 108 mm. or 148 mm. × 53 mm. =N.F. 300 = £25. 6.3

Covers: Screen 120. Inside Pages: Screen 85.

Cover rates: N.F. 1,550 = £130.16.0 inside front.
N.F. 1,500 = £126.11.7 inside back. N.F. 1,600 = £135.5.5 back.

Colours: 15% per colour on the gross amount. Financial advertising plus 100%. Series discounts: 6 insertions 5%; 12 insertions 10%.

Alternatively there is a discount available on the amount of advertising bought, i.e. N.F. 4,350 = £367.1.9 has a series discount of 5%. Likewise for N.F. 8,700 = £735.0.5 = 10%. N.F. 17,400 = £1,552.14.10d = 15%. N.F. 26,100 = £2,202.10.0 = 20%. N.F. 34,800 = £2,953.11.8d = 25%.

By advertising in BINGO, a product will reach every one of the people in top socio-economic groups in each of the above-mentioned territories, thus, instead of splitting up an advertising budget amongst the National media of each country, the whole of French-speaking Africa can be covered economically and efficiently with just one space order.

London Representatives:

PUBLISHING & DISTRIBUTING CO. LTD.,
Mitre House, 177, Regent Street, W.1. Tel. REGent 6534/6

New Minister of State, Board of Trade

CHANGES IN THE Government announced on April 5 included the appointment of Mrs. Barbara Castle as First Secretary of State for Employment and Productivity; Mr. Ray Gunter to be Minister of Power and Mr. Richard Marsh, Minister of Transport.

Mr. Edmund Dell, Joint Parliamentary Under Secretary, Department of Economic Affairs, becomes Minister of State, Board of Trade, in succession to Mr. George Darling, who has resigned on medical advice.

Insurance and re-insurance — Resolution by UNCTAD

THE FOLLOWING resolution on insurance and re-insurance was passed unanimously on March 25 at the Second United Nations Conference on Trade and Development. It was sponsored by Czechoslovakia, Japan, India, Nigeria, Pakistan, the United Kingdom and the United States.

'The conference considering the role that insurance and re-insurance can play in assisting the process of economic development, through the services provided to industry, agriculture and other sectors, as well as to individuals; reaffirming the importance of establishing and strengthening insurance and re-insurance markets in developing countries so that they can contribute most effectively to economic development and growth and to the strengthening of their balance of payments; and noting the continuing programme of work of the secretariat in this field; further noting the discussions on insurance and re-insurance which took place in Committee Four of UNCTAD II:

Recommends that:

1. Insurers and reinsurers should provide insurance and re-insurance facilities to developing countries at the lowest cost commensurate with the risks involved.
2. Developed countries should continue to help the developing countries in:
   (i) encouraging and strengthening their national insurance and re-insurance markets:
   (ii) research into insurance problems, giving priority to the questions raised at the first session of the conference which are indicated in Annex A.IV 23 of the final act: and
   (iii) the training of insurance personnel.
3. Wide publicity should be given by the countries concerned to such arrangements as are indicated in the foregoing paragraphs which have already been successfully adopted or implemented by developing countries.
4. The records of the Fourth Committee of UNCTAD II relating to insurance and re-insurance be forwarded for consideration at the next meeting of the committee on invisibles and financing related to trade inviting it to pay due attention to those points which have proved at UNCTAD II to be of special interest to the developing countries.'

President reports on UNCTAD Conference

MAKING A STATEMENT on the progress of the UNCTAD conference at the Second United Nations Conference on Trade and Development which ended in New Delhi on March 29, Mr. Anthony Crosland, President of the Board of Trade, told the House of Commons on April 8, that the conference had covered virtually all subjects in the field of trade, aid and development which had affected the economic interests of the developing countries.

He went on: 'It is too early to make a final judgement on the achievements of the conference. But I believe that it did produce a number of positive results and in certain sectors laid the foundations for further advance.

'First, the conference unanimously agreed on the early establishment of a system of general preferences on exports of manufactures and semi-manufactures from developing countries. This involved a major change in commercial policies as between developed and developing countries. Although this will require further intensive work, the aim is to settle the details of a mutually acceptable system in the course of 1969.

'Secondly the conference made significant progress in respect of the aid target. The developed countries accepted a higher target than hitherto mainly, to try to transfer annually to developing countries resources of a minimum net amount of 1 per cent of their gross national product at market prices.

'Previously donors had interpreted the target as 1 per cent of net national income at factor cost. This new target offers the prospects of a substantial increase in the flow of resources to developing countries in the years to come.

'Thirdly, the conference agreed that work should be put in hand to resolve the problems which still remained in devising a scheme for supplementary finance, and that measures should be worked out and presented to the Trade and Development Board next year.

'Fourthly, there was agreement on an international action programmed on commodities'.

The President continued: 'The conference also adopted resolutions on a wide range of other topics including the terms and conditions of aid, various shipping questions, economic co-operation, and regional integration among developing countries, and special measures on behalf of the least developed among the developing countries.

'The conference did not, any more than did its predecessor, produce all the results for which the developing countries hoped. But it did produce certain positive achievements, whose importance, in practice, will now depend on the follow-up action to be taken. The British delegation played an active and indeed, often a leading role in the conference itself. Her Majesty's Government will be equally active in seeking to ensure that the detailed subsequent negotiations make a genuine contribution to the welfare of developing countries.'

White Paper on productivity, prices and incomes policy

THE WHITE PAPER (Cmnd. 3590) on 'Productivity, Prices and Incomes Policy in 1968 and 1969' was published on April 3 and is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, at 1s. 9d. or by post from HMSO, PO Box 569, London, S.E.1, price 2s.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 12s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL
The copy should be sent to:

Name .....
Address .....
.....

EFTA Consultative Committee communique

THE FOLLOWING communique was issued by the EFTA Consultative Commitee on March 29:

'The sixteenth meeting of the EFTA Consultative Committee was held in Geneva today. Mr. Anthony Crosland, President of the Board of Trade, and chairman of the EFTA Council, was in the chair.

'The delegations from the eight EFTA countries were composed of representatives of industry, commerce and employers' and employees' organizations.

'In a discussion of progress towards European intergration, which was the first item on the agenda, there was a general consensus that any serious proposals should be considered, provided they are compatible with the GATT and unlikely to disrupt the working of EFTA. The committee also welcomed the EFTA initiative of proposing an acceleration of the tariff cuts negotiated in the Kennedy Round. The committee agreed that the proposal should be put forward and pressed as forcibly as possible.

'The other main item on the agenda was a review of developments within EFTA since the committee last met, in September 1967. Particular interest was shown in the work being done to remove non-tariff barriers to trade; and the committee urged governments to continue and to intensify their co-operation in this matter. The essentially completed removal of industrial tariffs made it all the more important that these other hindrances to the expansion of trade should be removed. Many constructive suggestions were made for intensifying the future work of the association.

'Trade Union representatives on the committee proposed that there should be a study of the distortion of trade that may arise from different wage levels in member countries.

'The committee also heard a report from Mr. Svend Heineke, president of the Danish Employers' Confederation, on the work of the Economic and Social Sub-Committee, of which he is vice-chairman. The sub-committee has been examining the possible effects on employment of the removal of tariffs.

'The views of the Consultative Committee will be reported by the chairman to the EFTA Council for discussion at their forthcoming meeting at ministerial level in London on May 9 and 10, 1968.'

'EFTA Bulletin' for April

THE APRIL issue of *EFTA Bulletin*, now available, contains a survey of EFTA trade in plastic materials.

The 'Free Opinion' series carries two articles, one by a Danish journalist and the other by a past chairman of the Norwegian Farmers' Union, giving cases for and against the introduction of free trade in agricultural products between EFTA countries.

Also included, with other items of EFTA news, is an article on a new publication: 'Public Procurement in EFTA'. This concerns Article 14 of the Stockholm Convention and gives a list of EFTA public purchasing agencies.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), *the* Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

After opening the Jet Sell exhibition in Atlanta on March 20, Mayor Ivan Allen, Jr., toured the exhibition accompanied by Commander Defries and HM Consul-General, Mr. S. H. Anstey. Left to right are seen: Commander Defries, Mr. Anstey, Miss Bev Call (a student at Massey Junior College, which is organizing a summer course in the United Kingdom later this year), and the Mayor.

"Jet-Sell" Mission to North America

MEMBERS of the *Daily Express* 'Jet-Sell' mission returned to Britain on April 5 well satisfied with their three-week selling tour of the United States and Canada.

The main body of the mission, which was sponsored by the *Daily Express* and the Association of British Chambers of Commerce under the BNEC Outward Trade Mission Scheme, visited Boston, Atlanta, Washington, St. Louis, Minneapolis and Montreal. In each city visited the *Daily Express* arranged short exhibitions of the consumer goods represented on the mission. These ranged from women's and children's fashions, fine fabrics, household goods and giftware to sports goods, toys and confectionery. While some good trial orders were placed during the exhibitions, participants found that more substantial business was to be found on the buyers' own ground.

Individual members of the Jet-Shell Mission also travelled the length and breadth of North America in search of orders. Many were successful and good business was done in places as far afield as Los Angeles, Chicago, New York, Dallas and Winnipeg.

At a de-briefing meeting held shortly before the mission left Montreal for home, the participants, while pleased with their success in terms of immediate orders were also unanimous in thinking the mission a useful opportunity to explore the vast potential of North American markets and to find out something of how goods are marketed in the United States and Canada. There was a general optimism about future prospects and many participants announced that they were already planning a return visit to follow up opportunities revealed during this first visit.

The mission was planned and organized with the assistance of the Board of Trade and Government Commercial Services in the United States and Canada. At the end of the mission, the participants expressed warm appreciation of the assistance received from commercial officers overseas, which had enabled so much to be accomplished in the limited time available. Many said that they had not previously appreciated how much Government Services could help an exporter travelling overseas and that in future they would not hesitate to make fuller use of the services freely available.

Consideration of mergers by the BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act: A. Reyrolle & Co. Ltd. and C. A. Parsons Ltd.

Prevention of Fraud (Investments) Act 1958

THE 1968 EDITION of the annual publication* containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1968, has now been issued by the Board of Trade. It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Board, and of exempted dealers. Particulars of unit trust schemes authorized by the Board are also included.

The following changes have taken place since January 31 in the list of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958. The entries in the 1968 edition should, therefore, be amended accordingly.

Licensed Dealers

Addition

Fordham Investment Group of Companies Limited, 310 Edgware Road, London, W.2.

Deletion

Trade Development Bank, 21 Aldermanbury, London, E.C.2.

Exempted Dealers

Additions

Algemene Bank Nederland NV, 13/14 Austin Friars, London, E.C.2.

Martins Bank Trust Company Limited, 6 Water Street, Liverpool, 2.

Mellon National Bank and Trust Company, Roman House, Wood Street, London, E.C.2.

N. M. Rothschild & Sons

Michael Comninos, Samuel John Davies, Gustav Peter Fleck, Baron Guy de Rothschild, Roland Williams and N. M. Rothschild & Company Limited.

Trade Development Bank, 21 Aldermanbury, London, E.C.2.

Changes of Address

Bentworth (New Street) Limited, Palmerston House, 51 Bishopsgate, London, E.C.2.

National Provincial Registrars Limited, PO Box No. 245, 26 Old Broad Street, London, E.C.2.

Natprobank Fixed Holdings Limited, PO Box No. 245, 26 Old Broad Street, London, E.C.2.

Change of Name

The name of National Provincial & Rothschild (London) Limited has been changed to National Provincial & Rothschild (International) Limited.

* 'Particulars of Dealers in Securities and of Unit Trusts 1968.' Published under the Prevention of Fraud (Investments) Act, 1958. Copies obtainable from HMSO, 49, High Holborn, London, W.C.1 and branches. (Price 5s. 3d. net.)

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth, or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 26, 1968.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	2, 5-Di*ter*pentylquinol .	2-5-Di-tertiarypentyl-hydro-quinone.	December 31, 1968	13148
29.22	*NN'* - Dicyclohexyl-*p*-phenylenediamine.	N, N di-cyclohexyl-*p*-phenylene-diamine.	December 31, 1968	13150
29-31	Di (tridecyl) 3, 3'-thiodi-propionate, mixed isomers.	Ditridecylthiodipropionate	December 31, 1968	13141
38.03	Activated carbon (a) of which not more than 5% by weight passes a sieve having a nominal width of aperture of 300 microns and conforming to British Standard 410 : 1962 and (b) containing not less than 5% and not more than 8% by weight of magnesium compounds calculated as MgO and (c) containing not more than 2·5% by weight of insoluble magnesium compounds separable by elutriation with water and (d) which when 5 grammes are shaken at ambient temperature for 2·5 hours with 100 millilitres of a filtered aqueous solution containing 1·5 grammes of methylene blue conforming to the requirements of the British Pharmacopoeia gives after filtration a solution not deeper in colour than one containing 0·25 grammes of methylene blue in 100 millilitres of water.	Cane cal granular activated carbon.	December 31, 1968	6066

Marketing courses, summer 1968

THE NATIONAL Marketing Council has arranged expanded marketing courses for senior executives during the summer of 1968 as a result of considerable interest shown throughout industry in the council's earlier courses in 1966 and 1967. Early applications are recommended. Forms and brochures are available from the Director, National Marketing Council, Vintry House, Queen Street Place, London, E.C.4 (Tel. 01-236 9613).

COID conference on retail display

THE FIRST CONFERENCE for managers and senior staff of retail display departments to be organized by the Council of Industrial Design will be held in London from May 19 to 23. The aim of the conference will be to stimulate new ideas in display through studying some of the latest developments in shop design, colour, lighting, and other related design fields. A varied programme has been arranged to include talks by prominent designers and lecturers, general discussion sessions and visits to see some of the best showrooms and modern buildings in London, several of which are not normally open to the general public.

The conference, which is non-residential, will be based on the Clifton-Ford Hotel, Welbeck Street, London, W.1. The fee of £25 per person will include dinner on the first evening, all lunches, and transport or all visits during the arranged programme. Further information and booking forms can be obtained from: the Retail Section, Council of Industrial Design, 28 Haymarket, London, S.W.1.

Swiss tool distributors visit Sheffield

A PARTY OF 20 prominent tool distributors from Switzerland visited Sheffield from March 31 to April 4 as guests of the Federation of British Hand Tool Manufacturers. The principal reason for inviting the mission was to increase the sales of Sheffield-made tools in Switzerland.

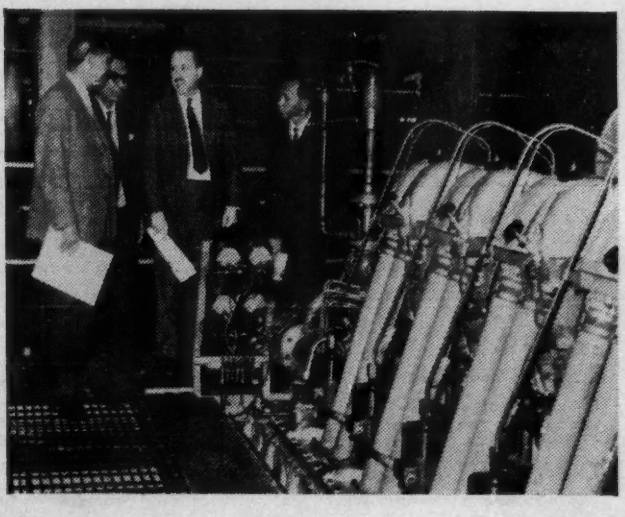
Each of the seven host companies arranged tours of their factories and throughout the visit emphasis was laid upon selling quality tools into a quality conscious market.

'Through Transport to Europe'

THE ECONOMIC Development Committee for Movement of Exports has published a review of progress on the recommendations in its report 'Through Transport to Europe'.

The EDC has accepted the recommendation of the working party under Mr. Norman Freeman that an intensive study should be set up on documentation in international trade and the procedure associated with it. This has become especially desirable over the last year or two with the increased use of computers and data-links and the development of container services. The report also underlines the urgent need to fix a date for the change over to metric units and to allow a considerable warning period, January 1, 1971, is suggested.

Reviewing progress on specific recommendations, the report notes that an order has now been laid before Parliament to permit the length of an articulated vehicle to be increased to 15 metres, to accommodate 40-foot containers. On the question of road access to ports and airports, however, the working party emphasises the need to help exports by giving priority to improved roads to ports, particularly Tilbury and East Anglia.



Members of a Far East mission recently visited the various Lincoln Works of the Ruston Sub-Group of English Electric Diesels Limited. Seen here inspecting a Ruston diesel engine with Mr. D. R. de Marco (Ruston sales department, third from left) are Nai Nitipat Jalichan, director-general, Thailand National Energy Authority; Mr. Gregario B. Pilapil, manager, electrical engineering department, Manila Electric Company, Philippines; and Nai Tongrojana Pochanart, deputy general manager (operations) Yanhee Electricity Authority, Thailand.

Representatives of member firms of the Confederation of British Industry visited the Central Office of Information on March 12 and were welcomed by the Director General Sir Fife Clark and the Overseas Controller Mr. Donald Kerr. The visitors then took part in discussions on the export publicity services of the COI with members of the Overseas Press Services, Photographs, Radio, Films and Television, Exhibitions, Reference, Publications and Tours and Production Services Division. The party included: Mr. E. K. Scott (Redpath Dorman Long Ltd., London); Mr. Gordon G. Swain (The Pyrene Company Ltd., London); Mr. D. O. Stimson (London Adhesive Co. Ltd., Boreham Wood); Mr. H. Greenfield (Allied Ironfounders Ltd., London); Mr. W. J. Griffin (Cheverton and Laidler Ltd., Aylesbury); Mr. F. S. Bond (Auto Wrappers (Norwich) Ltd., Norwich); Mr. K. Evans (Product Information Department, Howard Rotavator Co. Ltd.); Mr. R. G. Blake (Grays of Cambridge Ltd., Playfair Works, Cambridge); Mr. D. Hill (British Soya Products Ltd., Ware); Mr. L. D. Smith (Laporte Industries Ltd., Luton); Mr. N. A. Mackenzie (Geo. W. King Ltd., Stevenage); Mr. L. C. Sawdy (Auto Wrappers (Norwich) Ltd.); Mr. R. E. Leakey (International Computers & Tabulators Ltd., Stevenage); Mr. A. N. I. Mann (Britvic Ltd., Chelmsford); Mr. B. B. Day (Starflex International Ltd., London); Mr. S. G. Gay (W. & J. Risbridger Ltd., Bletchingley); Mr. F. Goulding (Pfizer Ltd., Sandwich); Mr. T. W. Jupp (Parkinson Cowan International Ltd., Terminal House, London); Mr. P. E. Walton (Marlow Ropes Ltd., London); Mr. L. M. Hunnisett (Green Bros. (Geebro) Ltd., Hailsham); Mr. S. C. Butler (Frames (Craftmanship) Ltd., London); Mr. M. A. Gerrard (Coates Bros. & Co. Ltd., London); Mr. A. A. Cross (The Cape Asbestos Co. Ltd., London); Mr. T. J. Wells (CBI (London and SE Region) London). The picture shows the visitors accompanied by Sir Fife Clark and Mr. Donald Kerr at the Central Office of Information Building in Hercules Road, London.

Patents endorsed 'Licences of Right'

THE FOLLOWING patents were endorsed 'Licences of Righ' by proceeding under Section 35 of the Patents Act, 1949, on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	March 14, 1968	
973,117	Technisch Unie N.V.	Improvements in a frame work for a suspended ceiling.
974,796	Bergedorfer Eisenwerk A.G.	An improved pneumatic warp tensioning device for weaving looms.
1,007,101	Karl Adolf Oesterheld	Device for corrugating sheets of fibrous cement.
1,011,962	Northern Electric Company Limited	Improvements in or relating to electrical control circuits.
1,015,909	General Micro-Electronics, Inc.	Method of and product for packaging electronic devices.
1,037,197	Muanyagipari Kutato Intezet	Process for preparing synthetic elastomers.
1,054,404	The Dunlop Company Limited	Improvements relating to floating platforms.
1,055,715	Gevaert Photo-Producten N.V.	Stabilizing agents, fog-exhibiting agents, and anti-bronzing agents for photographic materials.
1,077,566	Nippon Hoso Kyokai	Tape controlling system of magnetic recording and playback devices.
1,082,826	Nippon Hoso Kyokai	Slow motion playback system for television.
	March 18, 1968	
842,850	Standard Telephones and Cables Limited	Writing and reading device, particularly for magnetic cards.
905,361	Standard Telephones and Cables Limited	Improvements in or relating to rectifier assemblies.
1,005,323	Standard Telephones and Cables Limited	An electric circuit arrangement.
	March 20, 1968	
751,138	Standard Telephones and Cables Limited	Antenna, in particular a turnable or swivelling antenna.
810,331	The Goodyear Tire & Rubber Co.	Process for producing sheet material.
857,254	The Goodyear Tire & Rubber Co.	Decorative plastic floor covering or the like and method of making the same.
897,727	Cyber S.A.	Mechanical coupling system.
931,843	Mecano-Bundy G.M.B.H.	Thermostat elements.
1,059,173	E. M. Epitoanyagipari Kozponti Kutato Intezet	Refractory materials.
1,086,575	Northern Electric Co. Ltd.	Temperature compensator in multivibrator circuits.
1,091,668	RIV-SKF OFFICINE di Villar Perosa S.P.A.	Method of manufacturing cages for needle bearings.
1,092,063	Gevaert Photo-Producten N.V.	Preparation of 5 : 6-dicyana-benzimidazole derivatives.
	March 21, 1968	
792,673	Brice, Albert	An improved hose protector.
854,929	The Goodyear Tyre & Rubber Company.	Improvements relating to decorative laminated plastic material.
877,798	Standard Telephones and Cables Ltd.	Arrangement for the capacitive control of the magnitude of a D.C. voltage.
926,406	Koefoed, Hauberg, Marstrand og Helweg Aktieselskabet Titan.	Improvement in or relating to centrifugal separation.
945,774	Norco Products Co.	Separation and purification of fatty acids, glycerides and fatty alcohols.
978,151	Coal Industry (Patents) Ltd.	Apparatus for measuring the flow of material.
983,971	Societe Nationale des Petroles d'lequitaine.	X-ray sulphurimeter.
986,465	Societe Anonyme Geoffrey-Delore	Roller conveyor devices for deflecting the path of a moving flexible element.
	March 25, 1968	
830,021	Standard Telephones and Cables Ltd.	Ratio communication systems.
907,691	The British United Shoe Machinery Company Ltd.	Mechanisms for use in handling shoes for the operation of shoemaking machines thereof.
909,771	The British United Shoe Machinery Company Ltd.	Machines suitable for use in the manufacture of shoes.
935,742	Dunlop Co. Ltd.	Improvements in coated fabrics.
962,160	The British United Shoe Machinery Company Ltd.	Machines suitable for operating along marginal positions of workpieces.
972,474	Fairey Engineering Ltd.	Improvements relating to automatic cooling gas control valves for gas-cooled nuclear reactors.
974,289	Armstrong, Edward Thomas	Hose clamp.
989,874	The British United Shoe Machinery Company Ltd.	Machines suitable for operating along marginal portions of workpieces.
1,002,281	The British United Shoe Machinery Company Ltd.	Machines for progressively operating on edge portions of workpieces along a desired path.
1,002,283	The British United Shoe Machinery Company Ltd.	Machines for progressively operating on workpieces along a desired path.
1,023,822	Fairey Engineering Ltd.	Improvements relating to the manufacture of finned tubing.
1,023,823	Fairey Engineering Ltd.	Improvements relating to externally-finned metal tubing.
1,044,364	Gevaert Photo-Producten N.V..	Method for the production of thermographic copies.
1,052,692	Gevaert Photo-Producten N.V..	Optical brightening of photographic materials.
1,075,671	Fairey Engineering Ltd.	Improvements relating to pulley blocks.
1,083,459	Fairey Engineering Ltd.	Improvements relating to rotary coupling devices employing separable toothed members.
1,083,460	Fairey Engineering Ltd.	Improvements relating to fuelling machines for nuclear reactors.
1,083,600	British S.G. Iron Producers' Association Limited.	Adding constituents to molten metals.
1,086,056	Fairey Engineering Ltd.	Improvements relating to core structures for gas-cooled nuclear reactors.
1,086,057	Fairey Engineering Ltd.	Improvements relating to nuclear reactors.
1,077,023	Fairey Engineering Ltd.	Improvements relating to brake means for rotary machines.
	March 26, 1968	
1,017,479	Human Oltoanyagtermelo es Kutato Intazet.	Histamine azoproteins and process for producing same.
975,286	Standard Telephones and Cables Ltd.	Electrical circuit elements.
975,717	Agfa Aktiengesellschaft	Process for the development of electrophotographic images.
996,494	Kolster-Brandes Ltd.	Cathode-ray tubes.
1,074,259	Mario Ballestra	Apparatus for carrying out continuous exothermic reactions.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patents Office.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

REPORTS FROM SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only are available for distribution from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2 (Tel. Holborn 3422).

The Future Outlook for Minerals and Metals, by M. D. Ashton. (5 pages. *USKM Report No.* 68/23). This report is the first of a series which will describe some of the sessions of the 1968 Annual Conference of the American Institute of Mining and Metallurgical Engineers. Papers speculating on the future requirements of metals and minerals and the necessary methods of exploitation are reviewed.

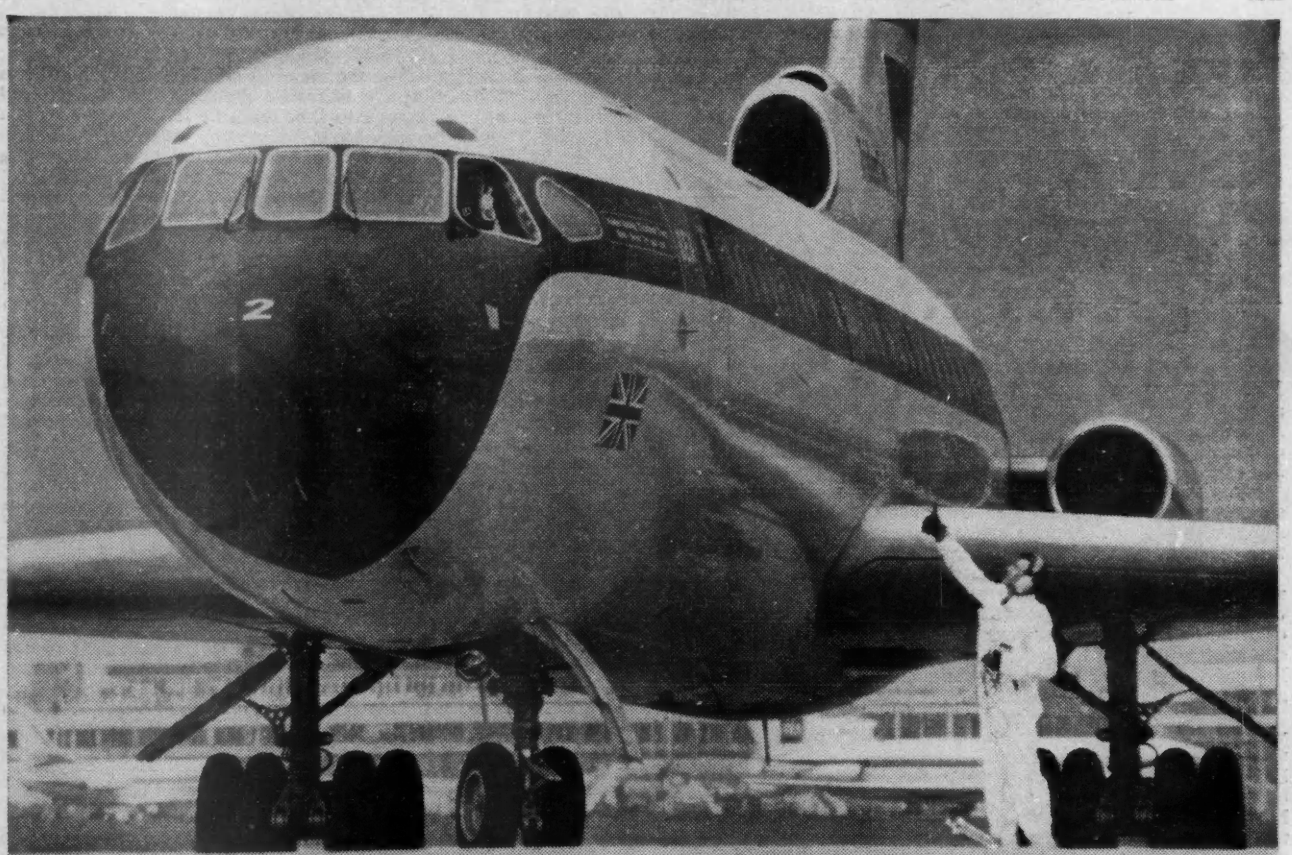
Flylash, an Industrial Commodity, by M. D. Ashton. (5 pages. *UKSM Report No.* 68/25). This report reviews the session of flylash utilization, which formed part of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers.

The Mining of Minerals on the Ocean Floor, by M. D. Ashton. (*UKSM Report No.* 68/27). This report summarizes papers on certain aspects of ocean engineering, which were presented at two sessions of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers.

1968 Solid State Circuits Conference, by H. D. Bourne. (9 pages. *UKSM Report No.* 68/24). This report summarizes panel discussions held during the 1968 Solid Circuits Conference on integrated circuits technology, on circuits for high speed digital computers and on computer memory technology.

Some Developments in Information Displays, by H. K. Bourne. (4 pages. *UKSM Report No.* 68/21). There is a growing need for all types of information displays for use with computers and for command-control purposes. This report describes some of the developments in information displays.

Trends in Solid/Liquid Waste Disposal in the Mining and Metallurgical Industries, by M. D. Ashton. (5 pages. *UKSM Report No.* 68/26). Two sessions on solid and liquid waste disposal formed part of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers. Although no new ideas were put forward, the sessions were useful in so far as they related the mining and metallurgical industries to current waste disposal practices.



Number 1 goes Trident Two

To explain.

From June 1, BEA will add a number of brand new aircraft to their fleet. And each one of them is called Trident Two.

Built by Hawker Siddeley Aviation and powered by three Rolls-Royce Spey jet engines, the new Trident Two owes a lot to its famous predecessor.

But there's a big difference.

The new long-range Trident Two can fly 2,300 miles without refuelling. It cruises smoothly at 610 mph. It carries more passengers. And – you'll find this hard to believe until you try it – it's even quieter and more comfortable than the original Trident. All this means we'll be able to fly you *direct* by Trident to the furthermost parts of our network in smooth, fast comfort.

Hawker Siddeley take the credit for building this pace-setting plane. Rolls-Royce take the credit for the back-seat drive. And we take the credit for specifying this custom-built jet liner for you. After all, it's little things like Trident Two that help make BEA Number 1 in Europe.

BEA No.1 in Europe

Built by Hawker Siddeley-powered by Rolls-Royce

Aviation and Shipping

Minimum prices of inclusive tour holidays by air

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in the course of the debate on the Air Corporations Bill in the House of Commons on April 4 the results of the review of the regulations of minimum inclusive tour prices after October 31, 1968.

Mr. Crosland said: 'I have come to the conclusion that the special arrangements made for charter inclusive tour prices this summer should not continue after October 31, but that we should then revert to the previous basis for fixing these prices.

'But the review has shown that we need to make substantial modifications to the minimum price structure for inclusive tours, both on charter and scheduled services, so as to achieve a more even distribution of traffic throughout the year and in order also to encourage inward tourist traffic. The present price structure on most European routes results in lower minimum prices during the summer peaks than in winter.

'Accordingly I have approved a tariff under the terms of Provision I for the period from October 16, 1968, to April 30, 1969, under which the minimum price for a holiday of eight days will be 50 per cent of the normal tourist class round trip fare available on the route in question, and 60 per cent in the case of longer holidays. This tariff will apply to journeys in either direction between the United Kingdom and the member countries of EFTA and the EEC, Spain, Morocco, Algeria, Tunisia and Malta. The control prices applicable to Gibraltar, which are governed by the cabotage tariff, and to other destinations in Europe are not affected by this decision. Operators are, of course, free to apply for other tariffs to the Air Transport Licensing Board.

'Only a very small proportion of inclusive tour holidays are taken in countries outside Europe but I am anxious that the growth of this market, especially in Commonwealth countries, should not be unduly inhibited by the accidents of the structure of public fares. Accordingly I have also approved an alternative tariff which will increase the flexibility of control prices in this sector.

'The tariff relating to journeys outside Europe is not limited in date but the winter tariff is for one season only and will be reviewed in the light of experience as well as of the outcome of the IATA traffic conference this autumn which will set the fares for the two years from April 1, 1969.

'The effect of these measures will be to increase the minimum tour prices on both scheduled and charter services by an average of about 12½ per cent in the summer of 1969, compared with an expected average increase in costs of at least 7½ per cent. The control prices between mid-October 1968 and the end of April 1969 will, however, be substantially reduced to levels about 10 per cent below the levels applicable in the summer months.'

Notes:

The minimum prices of inclusive tour holidays by air are controlled by resolutions of the International Air Transport Association and by the tariff provisions of the air service licences of United Kingdom operators. Tour organizers are, of course, free to charge prices above the controlled minima, depending on the costs and quality of the hotel accommodation and other amenities included in the holiday price. The main purpose of the control is to avoid the undermining of scheduled services, which need to be operated all the year round at relatively low average load factors, either through the excessive dilution of their revenue or through the excessive diversion of peak season traffic to charter services operated at relatively high load factors. The control prices need also to be acceptable to the authorities of the other countries concerned.

In reply to questions by Mr. Leslie Spriggs (St. Helens) on December 12, 1967, and Mr. Robert Howarth (Bolton East) on December 21, 1967, the President of the Board of Trade announced that the minimum control prices of charter inclusive tours during the current winter season and during the summer of 1968 would be kept at the levels corresponding to international air fares expressed in sterling before the increases which were made in those fares as a result of devaluation. The President has now decided that these interim arrangements should not be further renewed. The effect of this will be to increase the minimum prices, in general by 16 2/3 per cent but by 8½ per cent so far as destinations in Spain and Portugal are concerned. The minimum prices in respect of Malta were not affected by devaluation. The average increase in the minimum prices, about 12½ per cent compares with expected increases in costs of the order of 7½ per cent in 1969 compared with 1967. The great bulk of summer traffic in any case takes place at prices above the minima. The effect of these increases in the minimum prices during the main summer season of 1969 is likely, therefore, to be relatively small.

The present structure of minimum inclusive tour control prices for European destinations is anomalous in that in general the lowest prices apply during the peak travel season. The new tariff for the period from October 16, 1968, to April 30, 1969, reverses this price structure by introducing lower prices in the 'shoulder' and winter months. These new minimum prices will be 50 per cent below normal round trip tourist fares for holidays of up to eight days in length and 40 per cent below the normal round trip tourist fares for longer holidays. On this basis the minimum price for a two-week holiday in winter or at Easter will be roughly 10 per cent below the corresponding summer minimum. Initially these lower prices will be available only for holidays in Algeria, Andorra, Austria, Azores, Belgium, Canary Islands, Denmark, Finland, France, German Federal Republic, Irish Republic, Italy, Liechtenstein, Luxembourg, Madeira, Malta, Monaco, Morocco, Netherlands, Norway, Portugal, Spain, San Marino, Sweden, Switzerland and Tunisia. This tariff will also be available in respect of inward traffic originating in the same countries; this should go some way to encourage a more balanced flow of tourist traffic to the benefit of the balance of payments. The position will be reviewed early in 1969, in the light of experience and in the light of any changes in international fares which may be agreed by the IATA tariff conference which begins in Cannes in September, when the fares for the two years beginning April 1, 1969, will be fixed. The effect of these new low winter prices should, it is hoped, encourage a better distribution of traffic throughout the year so as to ease the aircraft utilization problems of carriers.

The new tariff relating to tours over longer distances (such as the Middle East and East Africa) is intended to introduce a more flexible basis for relating tour prices to public air fares with a view to encouraging this, as yet, small sector of the inclusive tour market.

Gibraltar is a British dependent territory and the IATA international tariff does not apply to it. It is for this reason only that Gibraltar does not appear in the list of European territories to which the new winter tariff will apply. There is no reason, however, why operators should not apply to the Air Transport Licensing Board for a similar tariff provision in licences for winter holidays in or through Gibraltar.

It is hoped that these changes will be of immediate and longer term benefit to all airlines engaged in inclusive tour holiday traffic and to the travel trade, both in the United Kingdom and in the other countries concerned. It is also hoped that these improvements will be taken up and developed by the International Air Transport Association in the interests of IATA and non-IATA carriers alike.

Aviation matters discussed in Parliament

DURING the Air Corporation's Bill debate in Parliament on April 4 (see Parliamentary Answers, page 1149) Mr. Anthony Crosland, President of the Board of Trade, discussed the limit on the borrowing powers of British European Airways Corporation (*Hansard*, col. 632); increased landing charges at Heathrow Airport (*Hansard*, col. 639); and air safety (*Hansard*, col. 642). Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, who closed the debate, spoke on aircraft noise certification (*Hansard*, col. 694).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

Anglo-Soviet Navigation Treaty

THE ANGLO-SOVIET Navigation Treaty was signed in London on April 3 by Mr. V. G. Bakaev, Minister of Merchant Marine of the Soviet Union, and Mr. G. O. Roberts, Minister of State, Foreign Office, and Mr. J. P. W. Mallalieu, Minister of State, Board of Trade.

Mr. Bakaev was visiting the United Kingdom as the guest of the British Government from April 2 until April 5.

The signature of the treaty followed negotiations between officials of the Soviet Ministry of the Merchant Marine and of the United Kingdom Board of Trade and Foreign Office.

The treaty will enter into force immediately after instruments of ratification have been exchanged which it is hoped will take place at an early date. The text of the treaty will be published shortly.

The main provisions of the treaty deal with:

(a) conditions of participation of Soviet and British vessels in the carriage of goods both between Soviet and British ports and between Soviet or British ports and third countries;

(b) treatment of ships in port; and

(c) provision for consultation between the Government Departments responsible for maritime matters.

Other subjects dealt with in the treaty include:

(a) provisions dealing with the recognition of seamen's identity documents in order to allow the entry of seamen without visas;

(b) the jurisdiction of the courts of each country over matters on board the ship of the other country;

(c) the treatment of vessels, their crew, passengers and cargoes, which have been shipwrecked;

(d) an exemption from taxation 'directly connected with . . . activity in carrying out the sea transport and delivery to the quayside of cargoes and passengers' for shipping enterprises which have their central management and control in the territory of the other contracting party and do not carry on business through a branch or agency in the high contracting party from whom exemption is being claimed; and

(e) the recognition of the tonnage measurements of each other's ships.

A joint committee of Soviet and British officials will be established under the provision for consultation between Government Departments.

It was agreed that it would be desirable to supplement the treaty by an exchange of Notes dealing with the treatment in civil proceedings of State-owned ships engaged on commercial services. This question will be considered further at the first meeting of the Joint Committee of Soviet and British Officials in July 1968 on the basis of proposals already submitted by the United Kingdom.

Notes:

The opening of negotiations for the Navigation Treaty followed the meeting of British and Soviet Prime Ministers in 1966. A negotiation of a technical treaty of this kind inevitably takes some time.

Apart from one article – Article 6 – in the 1959 Trade Agreement, dealing with conditions of competition between British and Soviet ships, there have hitherto been no bilateral Anglo-Soviet treaty arrangements dealing specifically with shipping questions, except for an agreement of 1886 on tonnage measurement.

The joint committee of Soviet and British officials will be formally constituted after the treaty has been signed. The committee is expected to meet annually, alternatively in London and Moscow. The British members will consist of officials of the Board of Trade and of the Foreign Office or of the British Embassy in Moscow.

The text of the treaty will be given in a White Paper to be laid before Parliament shortly by the Foreign Office.

New BoT ship surveyor

MR. L. T. P. WHITEAWAY, a senior ship surveyor of the Board of Trade, is to be appointed a deputy chief ship surveyor on April 12, in succession to Mr. D. R. Murray Smith, who, as recently announced is to become the Board's chief ship surveyor on that date.

Mr. Whiteaway trained at HM Dockyard, Devonport. He joined the Ministry of Transport as a ship surveyor in 1947 and, after service at Middlesbrough, he was transferred to Marine Division Headquarters in 1955. He was promoted to senior surveyor the following year.

An Anglo-Soviet Navigation Treaty was signed on April 3 by Mr. V. G. Bakaev, Minister of Merchant Marine of the Soviet Union, and Mr. G. O. Roberts, Minister of State, Foreign Office, and Mr. J. P. W. Mallalieu, Minister of State, Board of Trade. Seen seated from left to right are: Mr. V. G. Bakaev, Mr. G. O. Roberts, and Mr. J. P. W. Mallalieu, at the signing at the Foreign Office.

M. Pierre Messmer, of France, and Sir Patrick Reilly, the British Ambassador, in Paris on April 2 signed an agreement for the Anglo-French co-operative construction of advanced helicopters. The picture shows M. Messmer (centre) looking at a model of a helicopter which will result from the co-operation. On his right is Sir Patrick Reilly.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Lower fares for East Midlands-Southend-Jersey/Guernsey air service

THE BOARD OF TRADE have allowed an appeal by Channel Airways Ltd. against a decision by the Air Transport Licensing Board to introduce higher fares for air services between East Midlands (Castle Donington) and Jersey or Guernsey, via Southend. The Board of Trade have ordered that fares on these routes shall be identical with those operative for direct services between East Midlands and the Channel Islands.

The Board of Trade's decision accords with the recommendations of Sir John Lang, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's report to the Board of Trade and of the Board's order are available on request from the Board of Trade (Branch CA1 (C)), Shell Mex House, Strand, London, W.C.2.

Hovercraft conference

OPENING THE International Conference on Hovercraft organized by the Southampton section of the Institution of Production Engineers on April 4-5, Mr. John Stonehouse, Minister of State, Ministry of Technology, said: 'Hovercraft are barely 10 years old. In a mere decade they have progressed from being a fascinating idea to a practicable means of transport.

'We have now reached the point that a hovercraft will no longer be regarded by the public at large as a toy or a gimmick. This year has already seen the Mountbatten (SR.N4) and the NS.300, and also the HM2 and shortly the CC7 with methods of propulsion different from the airscrews which are now familiar. Next year will see the VT1 which has already been ordered by a commercial operator and we are now considering the question of Government support for this project. The five hovercraft to which I have just referred are all craft which the operators now expect to be profitable.

'There seem to me to be three major tasks facing the manufacturing industry. The philosophy of production engineers applies to at least two of the three tasks. Firstly, the simplification of design in preparation for production. Secondly the devising of methods of production appropriate to the size and scale of orders. The third task is, of course, marketing, sales and after sales service. Here again the production engineer will probably be contributing.'

New Trinity House service to Thames shipping

TRINITY HOUSE, the Pilotage Authority for London and 40 other districts, has introduced an Information Centre at the Gravesend Pilot Station which is the busiest in the world, to improve the service to shipping using the Port of London.

The centre will be under the charge of a Trinity House River Thames Duty Pilot whose responsibilities among other things, will be to supply information to Shipowners and Agents, and to give advice and guidance on the pilotage of vessels in the river. The centre will be manned by Trinity House Pilotage Assistants and Telex and telephone facilities are provided.

It is expected that the Information Centre will give a quicker and more efficient service to shipping and shore-based shipping interests, and will also assist with information as to the requirements for pilots. The new service will be complementary to the Thames Navigation Service provided by the Port of London Authority, and both will work closely together.

Operation 'New Broom'

TWENTY-ONE SHIPS of the Royal Navy and Royal Naval Reserve will take part in a multi-national mine countermeasures operation, called Operation New Broom, from May 1-29, which will widen and make safer merchant shipping routes off the North West coast of Europe.

Altogether there will be a total of 66 ships involved at different times during the operation and they will come from – as well as Britain – Belgium, France, Netherlands and Norway.

They will put into effect plans which the Inter-Governmental Maritime Consultative Organization (IMCO) have been considering to widen shipping lanes off the coasts of Netherlands and Germany.

The ships will concentrate on Danger Area No. 9 of the Nemedri merchant shipping route and the scheme involves replacing existing routes by wider, straighter and safer ones, west of a line through positions 53 36 20N; 06 24 50E and 53 53 09N; 06 15 00E.

Before executing the IMCO plans, it will be necessary to carry out mine counter-measure operations in those parts of the proposed new routes which have not previously been 'swept'.

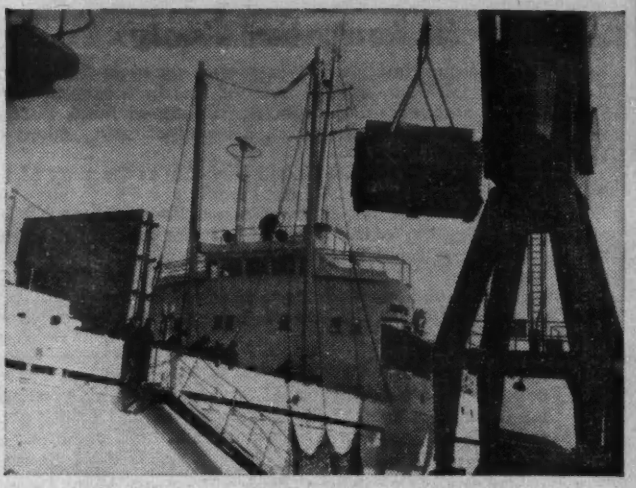
The area to be cleared has a mean length of about 60 nautical miles and a width of about 6½ miles.

The operation will also afford an opportunity to up-date the hydrographic information concerning this area. This has not been possible before due to the mine hazard.

Overall operational control will be exercised by the Admiral Netherlands from his shore headquarters at Den Helder, while three group commands will be established on board support ships, including the commander of the British contingent, Captain J. R. S. Gerard Pearse, RN (Captain MCM, Port Edgar), in the mine-layer HMS *Abdiel*.

The other RN ships taking part are the boom defence vessel HMS *Laymoor* and the following mine countermeasure units: HM ships *Nurton, Iveston, Bronington, Upton, Wolverton, Monkton, Belton, Soberton* and *Wotton*.

RNR ships will be *Curzon, Warsash, Venturer, Northumbria, Killiecrankie, Montrose, St. David, Mersey, Clyde* and *Kilmorey*.



What is believed to be the biggest shipment of frozen fish ever to be exported from Britain left Hull for Russia recently. It consisted of 1,000 tons of frozen white fish fillets worth almost £200,000 and was part of an order worth £460,000 won earlier this year by Britfish Limited. The picture shows fish being loaded into the refrigerated ship 'Bymos' at Hull docks.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 1150.

TUESDAY, APRIL 2

Quotations of shipping tariffs in dollars

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, was asked to estimate the effect of the decision of the Australian Conference Lines and the New Zealand Conference Lines to change to a tariff quoted in United States dollars on British shipping and international trade. Mr. Mallalieu answered that he was aware of this change which Continental and United Kingdom Lines had adopted to avoid the difficulties which could be created when freight charges were based on the national currency of a member line. 'Although freight rates are in future to be based on the United States dollar, the payment of United Kingdom freight will continue to be in sterling and thus the terms of trade should be unaffected,' said Mr. Mallalieu.

International export markets

Asked to list, in order of importance, the five largest national export markets for South Africa, Australia, West Germany, and Sweden at the current time, from information available from international sources, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said the latest year for which this information was available from international sources was 1966. 'It is obtainable from the following pages of the "Direction of Trade Annual, 1962-66", published by the International Monetary Fund,' she said.

Australia	Pages 123-125
German Federal Republic	Pages 183-185
South Africa	Pages 313-314
Sweden	Pages 321-323

TUESDAY, APRIL 2

Concorde aircraft

Lord Beswick was asked when HM Government expected the French-built and British-built Concorde respectively to make their first flights and when the Concorde would receive its Public Transport Certificate of Airworthiness.

Lord Beswick replied that both Concordes were Anglo-French containing exactly the same British and French components. The manufacturers would be making a statement about a revised first flight date of the Toulouse-assembled Concorde. The first flight of the Bristol-assembled Concorde remained planned for September 1968. The grant of a Certificate of Airworthiness was planned for 1971, in time for deliveries to the airlines to begin before the end of that year.

WEDNESDAY, APRIL 3

Fishing craft in Kent and Sussex

'There were 670 fishing craft registered on the Kent and Sussex coast on March 14. said Mr. Mallalieu, asked for this information, 'The figures for December 31, 1965, 1966 and 1967 are 578, 610 and 660 respectively.

Skippers of fishing craft

Mr. Mallalieu told a Member who wanted to know the necessary qualifications for a fisherman at sea to be made a skipper of a fishing craft, that the information is published in the Regulations for the Examination of Skippers and Second Hands of Fishing Boats and in Merchant Shipping Notice No. M.512.

Transfer of Turnhouse Airport

Answering a question on the terms of transfer of Turnhouse Airport, Edinburgh, from the Board of Trade to the British Airports Authority, Mr. Mallalieu said: 'Officials of the Department and of the Authority have reached agreement on what they consider would be appropriate terms of transfer. I am now studying these and will make a further statement as soon as possible.'

Cambrian Airways

Mr. Mallalieu was asked to give an undertaking that he would not allow the British European Airways to make a takeover of the Cambrian Airways, so that Cambrian Airways would remain essentially a Welsh airline. He answered that last November Cambrian Airways became a wholly owned subsidiary of British Air Services, which itself was owned as to 70 per cent by BEA and as to the remaining 30 per cent by private shareholders. The greater part of this private shareholding was held by former shareholders in Cambrian Airways, thus preserving the Welsh connection. These arrangements gave Cambrian Airways readier access to the benefits of BEA's resources and expertize while retaining the airlines' essential link with Wales. He was aware of these changes and saw no reason to object to them.

Air Corporations Bill

Mr. Anthony Crosland, President of the Board of Trade, moved that the Air Corporations Bill be read a second time. The debate was closed by Mr. Mallalieu.

The shipping industry

Lord Brown, Minister of State, Board of Trade, spoke in a debate on the shipping industry.

Board of Trade aircraft

Answering questions on the HS125 aircraft operated by the Board of Trade, Mr. Mallalieu said that about 180,000 passenger miles were flown during the 12 months up to March 1.

He also gave the following information showing the purpose of each of the overseas communications flights undertaken by the HS125 aircraft during the 12 months to March 1, 1968.

Table of Overseas Communication Flights undertaken by the Board of Trade HS125 aircraft G.ATPC during the period March 1, 1967 to February 28, 1968

Date	Purposes
March 2, 1967	Visit of Minister of State, Board of Trade to Brussels for meeting of permanent Commission of Eurocontrol and return.
April 4, 1967	Visit of Minister of State, Board of Trade to Brussels for meeting of Permanent Commission of Eurocontrol.
April 5-6,1967	Visit of Parliamentary Secretary, Board of Trade, to Metz to attend British Shopping Week and return.
May 25-27, 1967	Visit of Minister of State, Ministry of Technology to Turin to speak at the 19th Round Table meeting of the Association for Study of European Problems (Branch of Western European Union) at the invitation of the Italian Government and return.
June 2, 1967	Visit of Minister of Defence for Equipment to Paris to attend Paris Air Show and return.
July 10-11, 1967	Visit of Minister of State, Ministry of Technology to Rome and Lyons to attend European Space Conference and return.
July 14, 1967	Visit of Minister of State, Ministry of Technology to Rome and Lyons to attend European Space Conference and return.
September 5, 1967	Visit of Minister of State for Foreign Affairs to Bonn (from Paris) to attend EEC Conference.
September 27, 1967	Visit of Parliamentary Secretary, Board of Trade to Basle to attend International Textile Machinery Exhibition.
September 29, 1967	Visit of President of the Board of Trade to Brussels to attend British Week.
September 30, 1967	Return of President of the Board of Trade from Brussels after attending British Week.
October 5, 1967	Return of Parliamentary Secretary, Board of Trade from Strasbourg after attending British Shopping Week.
October 27, 1967	Return of President of the Board of Trade from Geneva after attending EFTA Ministerial Meeting.
November 27-28, 1967	Visit of Minister Without Portfolio to Geneva for Aden negotiations.
December 7, 1967	Visit of Minister of State, Board of Trade to Brussels for meeting of Permanent Commission of Eurocontrol and return.
December 11, 1967	Visit of Minister of Technology to Paris and Toulouse to attend Concorde 'roll out' and return.
December 11-12, 1967	Return of Minister of State, Ministry of Technology from Toulouse after Concorde 'roll out.'
December 29, 1967	Visit of Secretary of State for Foreign Affairs to Rome and Lyons to attend Common Market talks.
January 18-19,1968	Visit of Secretary of State for Foreign Affairs to Cologne to attend W.E.U. Ministerial Meeting and return.
January 29, 1968	Visit of Minister of Technology to Strasbourg to attend Council of Europe meeting and return.
February 20-21, 1968	Visit of Minister of Technology to Cologne to take part in Ministerial talks with German organizations and return.
February 26-27, 1968	Visit of Minister of Technology to Brussels and Yypenburg for informal talks with the Belgian and Dutch technology ministers on matters of mutual interest and return.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, APRIL 2

Improvement of Government statistical services

Mr. Harold Wilson, the Prime Minister, was asked what proposals he had for the improvement of Government statistical services in the light of Mr. Edward Jackson's report to him commissioned in April 1966; whether he would place a copy of that report in the House of Commons Library; and if he would make a statement. The Prime Minister replied that since the Fourth Report of the Estimates Committee for 1966-67 the role of the Central Statistical Office had been extensively reviewed in the light both of proposals made by the Director of the CSO and of the report from Mr. Jackson, which, as stated by the Joint Parliamentary Under-Secretary of State at the Department of Economic Affairs on October 23, 1967, was not in a form suitable for publication.

'As a result of this review several new developments have been put in hand,' said the Prime Minister. 'The most important are the establishment of a research section in the CSO; the creation of four new units designed to improve and extend the co-ordination of statistical work throughout government with reference to computerization, classification and standards, survey control and statistical programme development; new arrangements to improve inter-departmental co-operation on social statistics; and the development of the Census Office of the Board of Trade into a Business Statistics Office which will be directed by a Management Committee under the Director of the CSO and will ultimately be responsible for the collection of all the main industrial statistics. A more detailed account of the new developments will be available in May in the first issue of *Statistical News* – a new publication by the CSO designed to improve public knowledge of current statistical developments in all Government Departments.'

WEDNESDAY, APRIL 3

Industrial Expansion Bill

The Industrial Expansion Bill as amended (in the Standing Committee) was debated.

White Paper on the film industry

Mr. Anthony Crosland, President of the Board of Trade, was asked how far he had progressed with his consultations with the film industry on future legislation concerning the industry; and when he intended to publish a White Paper. He replied: 'I have received the views of the film industry trade associations and unions and of the Cinematograph Films Council whose report was published as a White Paper last Thursday. The Government are reviewing the films legislation in the light of these recommendations. I cannot yet say when the review will be completed. I shall consider the desirability of publishing a White Paper in due course.'

Hosiery and knitwear industry

In reply to a suggestion that the Board of Trade should introduce a statutory levy into the hosiery and knitwear industry for the purpose of scientific research, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said the Board had approved in principle the introduction of a levy under Section 9 of the Industrial Organization and Development Act 1947 to finance scientific research for the hosiery and knitwear industry to be carried out by the Hosiery and Allied Trades Research Association. A draft Order for affirmative resolution would be laid before both Houses in due course.

Trade with Canada

A Member who asked what proportion of United Kingdom imports of manufactured goods from Canada were duty free for each of the last five years; and what were the corresponding figures for United Kingdom exports to Canada, was answered by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, who said that separate estimates were not available for manufactured goods, but it had been estimated that about 96 per cent of all imports into the United Kingdom from Canada in 1962 entered free of duty. The corresponding figure for all imports into Canada from the United Kingdom in 1961 was 67 per cent.

Answering a further question, on the proportion, by value, of the United Kingdom's external visible trade with Canada represented by imports into the United Kingdom, in each of the last five years; and what steps were being taken to reduce the United Kingdom's adverse trade balance with Canada, Mrs. Dunwoody said imports cif from and exports plus re-exports fob to Canada were given in volume 1 of the Annual Statements of the Trade of the United Kingdom for the years 1963 to 1966 and, for 1967 in Table IV of the December Overseas Trade Accounts. The figures for imports could not be given as a proportion of the United Kingdom's external visible trade with Canada because of the differences in valuation. 'I would hope that with the help of devaluation and of our general export promotion efforts, which included two major British trade exhibitions and the British Week in Toronto last year, our exports in 1968 will increase,' added Mrs. Dunwoody.

Imports of vegetables from United States

Stating that carrots, apples, celery, radishes and other inessential goods were being imported from the United States; a Member asked whether the Board of Trade would publish a list of such items; and what action was proposed to take to prevent or restrict such imports and thus assist the balance of payments, Mrs. Dunwoody answered that detailed information about products imported from the United States was published in the Annual Statement of the Trade of the United Kingdom, copies of which were available in the library. As regards the last part of the question, there was no justification for imposing restrictions on trade which would damage our international trading relations and our exports.

THURSDAY, APRIL 4

Development areas

The Government's reply last month to the South West Economic Planning Council's draft strategy for the Region explained why it has been decided to make no change in the boundaries of the South West development area in present circumstances,' said Mr. George Darling, then Minister of State, Board of Trade, replying to Members who asked for development area status to Plymouth and Okehampton.

Answering a further question, on the withholding of industrial development certificates in the West Midlands in favour of development areas, in view of the recommendation of the economic planning council for the West Midlands to the contrary; Mr. Darling said that in order to meet the Government's distribution of industry policy, including the needs of the development areas, it was sometimes necessary to refuse applications for industrial development certificates in the West Midlands. Many applications were, however, approved and in 1967 certificates were granted for 7.1 million sq. ft. of new industrial building in the West Midlands.

FRIDAY, APRIL 5

Car sales to United States

Replying to a request for a statement on the effects on British car exports to the United States of America of the introduction of the new safety regulations drawn up by the United States Traffic Safety Agency, Mrs. Dunwoody said: 'Difficulties arose in modifying certain models to comply with these regulations and some sales may have been lost in consequence. These difficulties have now been overcome and I understand that the industry does not expect to suffer any further loss of sales on this account.'

Imports of cotton

The President was asked if he would take action to reduce the record level of imports of cotton cloth and yarn as shown by the January and February totals, especially as an increasing percentage was now arriving from China. The President said provisional figures for January and February 1968 indicated that retained imports of cotton yarn and piecegoods from all sources were lower, not higher, than in the same months of 1966 and 1967. A very high proportion of the cotton cloth imported from China was for process and reexport.

The Census Office

Asked to make a statement about the future location of the Census Office, the President said: 'Yes. After considering the changes in the work of the Census Office that are likely to be needed to provide an improved flow of statistical information, and the timing dictated by the immediately foreseeable pattern of Census work, the Government have decided that the Census Office should move to a new location in Newport, Mon., as soon as practicable, which I expect will be in the mid 1970s'.

New factories at Wrexham

A Member who inquired what was the estimated number who would be employed at the new factories introduced, or due to be introduced, to the Wrexham area from 1964 to date; and when the factories were to be in production, was told by Mrs. Dunwoody that the estimated additional employment in new industrial building, including extensions to existing buildings, for which industrial development certificates were issued between January 1, 1964 and December 31, 1967, in the employment exchange areas of Wrexham, Cefn Mawr and Rhosllanerchrugog was 4,760, when the projects were complete and fully manned. It was not known when the projects would be in full production.

Highlands and Islands

A debate on the Highlands and Islands Industries Bill was held on April 5.

New Books

Legal Aspects of Foreign Investment in the European Economic Community, by W. H. Balekjian. (356 pages. Manchester University Press. £2 15s). In this survey of the legal aspects of foreign investment in the European Economic Community, the author is concerned with the legal status and treatment of foreign-owned undertakings under both the municipal and Community laws. A special study is made of the types of legislative rules and administrative controls set up for the supervision of foreign investments, and for their co-ordination with the interests of each of the member states and, indirectly, of the Common Market as a whole. This is followed by a survey of the Community law, in so far as it affects foreign enterprise. The author discusses the problems raised by the inevitable conflict between the laws of the member states and of the Community; and some solutions are suggested. The author then refers to the current investment climate of the EEC. He surveys and summarizes both the attitudes towards and the complaints about private American investment in the EEC. Some useful statistical appendices and a bibliography have been included.

Economic Development Projects and their Appraisal, by John A. King, Jr. (530 pages. Johns Hopkins Press, Baltimore. Available from OUP. £6). This book is a study of projects which were undertaken by the World Bank. The cases illustrate some of the problems encountered in preparing and appraising projects; some of the techniques of analysis used by the World Bank; and some of the changes in the methods of analysis that have occurred. The author has selected 30 cases. Seventeen cases deal with electric power projects; nine with transportation policies; and four with industrial projects in 23 different countries. This publication is subject to the following limitations: (a). a number of the cases are based on projects which took place in the early 1950's, and therefore some of the techniques they illustrate would not be used today; (b) the cases do not cover all aspects of the Bank's work; (c) projects which cover the fields of agriculture, education, water supply, and sanitation are excluded.

The Investor and the Law, by Robert R. Pennington. (704 pages. Macgibbon and Kee. £4 10). This is not another book on company law or building society law. Its basic purpose is: firstly, to explain the principles governing investment transactions, irrespective of the type of investment; and, secondly, to assess the varying degrees of protection afforded by the law to different types of investments. Only the most important aspects of investment transactions are discussed. The Appendix to the Companies Act 1967, deals with the most important aspects of the Act as regards the law of investment. Although the author is primarily concerned with English law as it stood on the first of November 1966, he does refer to the legal systems of America, France, Germany, and South Africa, as well as the relevant aspects of public international law. The reader who is not a lawyer, or who is not professionally concerned with investment transactions will find this book a useful introduction to the subject of investment transactions, but the book will also be useful to the lawyer, the accountant, the stockbroker, and the financial analyst.

Utilization of Oil Shale: Progress and Prospects. Department of Economic and Social Affairs, United Nations. (112 pages. Available from HMSO and Government bookshops, 17s. 6d, by post 18s. 3d). A previous paper on this subject was prepared for the consideration of the UN Advisory Committee on the Application of Science and Technology to Development at its fourth session in Geneva in 1965. The present report is a revised and expanded version of that paper. It consists of three parts: part one contains a brief review of progress in, and prospects for the utilization of oil shale; part two presents further technical information on oil shale utilization in selected areas, including the United Kingdom; and part three examines some economic aspects of the utilization of low-grade oil shale for thermal power generation. To commemorate the 20th anniversary of ECAFE the United Nations has recently published **Mining Development in Asia and the Far East; a 20-year (1945-1965) Review.** Economic Commission for Asia and the Far East. (136 pages. Available from HMSO and Government bookshops, 22s., by post 22s. 11d). This document is issued as no. 27 in the *Mineral Resources Development Series,* and the data has been collected mainly from governments and their agencies. The review is in two parts: part one examines the region's position regarding principal mineral commodities; and part two contains a country by country summary. The overall conclusion to be drawn from this review is that the industry has shown substantial gains during this period despite unfavourable factors which affected all the mineral resources development efforts in this region.

Scandinavia: Priority Market for Britain. 2nd edition. 1968. (50 pages. Available free from Joshua B. Powers Ltd., Gillow House, 5 Winsley Street, Oxford Street, London W1). The first edition of this publication was reviewed in the *Board of Trade Journal,* May 28, 1965, page 1188. This revised edition contains marketing information for British businessmen about the Scandinavian countries.

Cyprus Chamber of Commerce and Industry Directory: a Guide to Commerce, Industry, Tourism and Agriculture 1967. (522 pages. D. Couvas and Sons Ltd., P.O. Box 35, Limasol, Cyprus. £5). This up-to-date and attractively produced publication is a welcome guide to a market that is of increasing importance to British businessmen. It provides a fairly comprehensive survey of the current economic and commercial situation in Cyprus. The directory contains 50 sections of detailed information on population, education, governmental structure, banks and public authorities, roads, labour, agriculture, industry, tourism, ports, foreign trade and customs tariffs. Some statistical data is given on these and other related topics. A number of useful maps are included. Exporters will find the lists of industrial firms and importers of particular value. The list of industrial firms is in two parts: one classified aphabetically by product, and the other by the name of the firm, with product details following each address. The list of importers is also in two parts: the first is an alphabetical list of imported articles; the second is a list of importers' addresses classified alphabetically by products. The directory also includes lists of commission agents, manufacturers' representatives, general merchants, exporters, developers, contractors, civil engineers, architects and advisors.

Introduction of Shift Working. Ministry of Labour. (26 pages. Available from HMSO and Government bookshops, 3s. 3d, by post 3s. 8d). The Ministry of Labour undertook this survey as there was insufficient information about problems associated with the introduction of shift work. The survey took the form of a series of case studies of firms that had recently introduced or attempted to introduce systems of shift work. This report analyses the information obtained in the survey. With few exceptions, the firms were satisfied with the operation of their shift systems, and although most employees had reservations when the decision to adopt shift working was announced, they soon adapted themselves and worked well under the changed system. The survey showed the importance of a careful examination of questions relating to costs, maintenance, labour supply, and market conditions, and of consulting workers and their representatives at an early stage. In some of the firms where some of these matters received inadequate attention difficulties arose.

Case Studies in Marketing, Finance, and Control, edited by Michael Ivens and Frank Broadway. (314 pages. Business Publications Ltd. £2 15s). The cases studied range from marketing, selling, market research, advertising and sales promotion to financial problems. Some of these cases can be solved quite easily, but others involve complex situations calling for decisions affecting the long-term future of the business. Control and control strategy, and computerization subjects are also included. Brief studies alternate with lengthier ones giving all relevant background information and statistics. The emphasis throughout has been placed on the application of the latest analysis and control techniques in marketing, finance and distribution, but the human aspects of marketing, and the problem of responsibility for financial decisions has not been overlooked.

Retail Stock Management. 5: China, Earthenware and Glass, Ornamental Tableware and Kitchenware. (12 pages. British Productivity Council, Vintry House, Queen Street Place, London EC4. 3s). Knowledge of the current stock position is most important in this branch of the retail trade, where a wide range of tableware or ornamental pieces must be available. This booklet demonstrates how a retailer can inexpensively and easily introduce a system which will help him to increase sales and prevent customers from being disappointed.

Action 1968, or How to Profit from Devaluation. (14 pages. Available free from the British National Export Council, 6/14 Dean Farrar Street, London SW1). This is a report on six conferences on the effect of devaluation, which were organized last January by the British National Export Council. In these conferences references were made to the following subjects: pricing policy; the export rebate; the Government's export services; the Transport and Freight Bill; and trade with the East European bloc.

Economic Development Committee for Building. Newsletter. February 1968. (7 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). This newsletter contains an article by Lord Campbell of Eskan, chairman of the EDC, entitled 'Two Years of the EDC for Building and the Construction Materials Group'. It also includes information on the Banwell Working Party 1964, the Manpower Working Party 1967, the change to the metric system, builders' plant, the existing relationship between manufacturer and consumer, housing inter-firm comparisons, advisory services, town and country planning, standard formulae for price fluctuations, and finally covers the work of the Demand and Output Forecasts Working Party. There is also a section on the Construction Materials Group.

Other Publications

BACON CURING INDUSTRY. Food Manufacturing EDC. 66 pages. Available from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

TRADER HANDBOOK FOR THE MOTOR, MOTOR CYCLE, AND CYCLE TRADES, 1968. 684 pages. Available from Associated Illiffe Press Ltd., Dorset House, Stamford Street, London SE1. £2 5s., by post £2 9s. 6d.

SHIRLAW, ALLAN & CO.,
AUCTIONEERS, HAMILTON

Scottish Plant Owners Association NINTH ANNUAL SALE by AUCTION

of

MODERN CIVIL ENGINEERING and BUILDING CONTRACTORS' PLANT and COMMERCIAL VEHICLES

including

2 Hy-Mac 480 Hydraulic Excavators. (New 1963/4); Two 19 R.B., One 37 R.B. and 2 Priestman Wolf IIIB Excavators; Michigan 55A and Case W.9. Loading Shovels; J.C.B. 4C Excavator-Loader. (New 1965); 3 J.C.B. 3 Excavator-Loaders; 9 International B.100, B6K3 and B8K3 Drott Skid Shovels. (New 1966-1962); Caterpillar 933 Traxcavator; 3 Fiat F.L.4 Tractor Shovels, each with Back Acter Equipment. (New 1964); Fiat F.L.6 Tractor Shovel. (New 1963); Allis-Chalmers HD6G Tractor Shovel. (New 1964); Case Model 530 Excavator-Loader. (New 1965); International BTD20C and BTD6 Tractors, each with Bullgrader Equipment; Caterpillar D.4 Tractor; 2 Ferguson Tractors; Onions 13-Yard Open Bowl Scraper; Allen 12/21 Trencher; Aveling-Barford 15-Ton PTR 30 Multi-Wheeled Roller. (New 1965); Armstrong-Whitworth 132,000-lb. Pull-Pactor Albaret Towed Roller. (New 1965); Aveling-Barford 6-Ton Tandem Roller; 2 Aveling-Barford 2½/3-Ton Rollers. (New 1965 and little used); Aveling-Barford 6/8 and 3-Ton Diesel Rollers; 3 Stothert & Pitt Vibratory Rollers; Scammell Himalayan 12-Yard Dump Truck. (New 1964); 10 A.E.C. 10-Yard Dump Trucks. (New 1963/4); A.E.C. 6-Yard and Foden 9-Yard Dump Trucks; 2 Dodge 8-Ton Heavy Duty Dump Trucks; 3 Foden 12-Ton Tipping Trucks, with New Steel Bodies fitted 1967/8; Ford Trader 5-Ton Tipping Truck; 2 Commer 8-Ton Tipping and Platform Trucks; 5 Ransomes & Rapier 7/5½, 6 and 4-Yard Mixers; Neal's 4-Ton Self-Propelled Diesel Mobile Crane; Jones Mobile Crane, on Bedford Chassis; 2 Hyster 50 and 40-Cwt. Diesel Fork Lift Trucks. (New 1965); 5 C.P.T. Portable Diesel-Driven Rotary Air Compressors from 365 to 125 C.F.M.; 5 Broomwade, Arpic, C.P.T. and Ingersoll-Rand Portable Diesel-Driven Air Compressors, from 210 to 68 C.F.M.; 7 Liner, Benford and Winget Concrete Mixers, from 14/10 to 5/3½; Ant Queen 10-Cwt. Mobile Mast Hoist; 6 New Motocart 30-Cwt. Haulage Units; 21 Liner, Benford, Johnson and Thwaites Light Dumpers; Muir-hill 14B Diesel Dumper; Muir-hill Camill Diesel Dumper; Shawnee-Poole FD75 Rear Dump Hauler; 13 Diesel and Electrically-Driven Diaphragm and Centrifugal Pumps, from 6" to 1½"; 24 Lengths Unused Suction and Delivery Hose; 6 Liner, Acrow and Wallace Portable Saw Benches; 3 Kennedy, Acrow and Laco Diesel and Electric Bar Benders; Weaver Steam Cleaner; Laycock Niagara Vehicle Washer; Babcock-Weitz Model G.15 HVA Free-Travelling Electric Tower Crane; Craigrock Type A Dry Batching Plant; 5 Speedyfeeder Concrete Conveyors; 2 Somec Diesel-Driven Site Investigation Drills; Anderson-Grice 3-Ton Hand Derrick Crane; Pegson 10' x 4' Triple-Deck Vibrating Screen; Paxman 60 K.V.A. 440/3/50 Diesel-Electric Alternator Set; Sykes No. 4 Diesel-Driven Winch; Priestman 27/22-Cub. Ft. Single-Rope Grab; McKiernan-Terry Nos. 6M and 9B2 Piling Hammers; 900 R.M.D. Concrete Shuttering Pans, with Fittings; 84 Acrow Props and Trench Struts; Concrete Vibrators; Air Tools; Atlas Cobra Concrete Breaker; Kango Hammer; Paint Spraying Compressor; Bennie All-Steel Frame Motorized D.E. Punching and Shearing Machine; Pye Industrial T.V. Unit, with Camera.

AT PLANT SITE, CARMYLE AVENUE, (off London Road), GLASGOW, E.2.

on Thursday, 25th April, 1968. at 10.30 a.m. Prompt.

On veiw day prior to sale. Catalogues from Auctioneers.

SHIRLAW, ALLAN & CO., Auctioneers & Valuators,
5 KEITH STREET, HAMILTON.
HAMILTON, APRIL, 1968. Tel. No. Hamilton 23063

E R

BY DIRECTION OF THE SECRETARY OF STATE FOR DEFENCE

ASTON PARK CAMP
Technical Stores Sub Depot
WEM, SHROPSHIRE
Sale by Auction at the Depot of

ROMNEY SHEDS

and other Buildings, for the removal off site

Comprising 21 Romney black iron Sheds 96' x 36', various Nissen, timber and Maycrete buildings, Scaffolding, corrugated iron, telegraph poles, approx. 3 tons of copper cable, petrol pumps, 4,500 gall. Water Tower, etc.

also

TWO T.2 HANGARS

each 240' x 114' x 35' high to ridge. Already dismantled and situated at

HIGH ERCALL AIRFIELD
Near Wellington, Shropshire
To be sold by Auction (Subject to Conditions) by

HALL, WATERIDGE & OWEN

at Wem Depot on

THURSDAY, 2nd MAY, 1968

Commencing at 2 p.m.

Viewing on morning of Sale or else by appointment.
Catalogues from the Auctioneers' Offices, Welsh Bridge, Shrewsbury (Tel: 53151-4) or at Market Approach Wellington, English Walls, Oswestry, or at High Street, Wem.

Are you looking for export orders?

There are opportunities in every issue of the

Export Service Bulletin

For specimen copy and subscription form write to the

Export Services Branch, Board of Trade
Hillgate House, 35 Old Bailey, London, E.C.4
Telephone: 01-248 /757, *Ext.* 7050/433

mentioning the commodities or countries of special interest to you

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
April 25 .	Miscellaneous stores	Auctioneers Premises	Woolland , Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth, (Te. 69292).

Miscellaneous electronic and electrical equipment and spares; galvanized iron sheeting; scrap metals; vacuum cleaners and accessories; scrap batteries; various paints and primers; miscellaneous hand tools and tool holdalls; greatcoats; berets; BD blouses; ankle boots; carpets; rugs; woollen rags; tentage; blankets; mattresses; groundsheets; kitbags; old webbing; miscellaneous cutlery and kitchenware; and a large assortment of other general stores.

April 30 .	Technical engineering and miscellaneous equipment.	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).

Generating sets; fertilizer distributors; Hunslett locomotive (6-cyl. diesel); two Gardner 6L3 diesel engines; 3-ton rollers; wire banding machines; water piping and fittings; pumping units; 5-ton winches; chemical compounds; airborne equipment; motor vehicle spares; miscellaneous electric cable; gilt, brass and steel buckles; scrap metals; side drums; studs, nails and staples; plastic buttons; clothing and textiles including footwear; kilts; flannel, calico, barathea, serge and satin drill cloth; shirts; 75-ton scrap aircraft and M.T. tyres; scrap webbing; plastic survival-kit wallets; waterproof case liner bags and a large assortment of other general stores.

May 7 . .	Industrial equipment clothing, textiles and miscellaneous stores.	Northern Command Ordnance Sub-Depot, Barlow, nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merton Street, Leeds, 2. (Tel. 053-2-20898).

Fork lift trucks; compressors, generators; charging sets; pumping sets; lathes, grinding and drilling machines; presses; M.T. assemblies, spares and equipment; welding plant; industrial trucks; gravity roller conveyors; transporting and lifting equipment; electrical cable; large quantities of unused batteries; electrical, wireless and signal equipment; test instruments including Avo, Avo Minor and Multi Minor meters; M.T. engine analyzers; pneumatic tools; tool kits; hand tools; tyres; fire fighting equipment; degreasing plant; paint; wood packing cases; safes; telescopes; binoculars; compasses; recorders; theodolites; levels; drawing and surveying equipment; micrometers; screw cutting and reamers sets; ironmongery; household equipment; watches; textiles including tents; blankets; carpets; rugs; curtains; groundsheets; webbing; kitbags; packs; haversacks; rope; rags; camping equipment; sheets; clothing including greatcoats; battle dress; raincoats; shirts; jerseys; jerkins; cap comforters; boots; shoes; household and office furniture including chairs; tables; wardrobes; lockers; beds, etc., and large quantities of miscellaneous stores.

May 7-10 .	Industrial and private vehicles, earth moving and heavy duty equipment.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Green, Perkins 6-ton rollers; 10-ton tractors; Albion and Leyland 10-ton cargo trucks; Morris 3-ton office trucks; radar trailers; D8 Caterpillar tractors; full tracked D4 Caterpillar tractors; tractor operated cranes; Coles 5-ton lorry mounted cranes; Bardford '150' dumpers; International harvest type tractor; mono trailer fuel carriers; Neals 2-ton fully slewing Mk. 4 crane; Fowler fully tracked medium Caterpillar tractors; mobile tankers; breakdown vehicles; various trailers and earth moving equipment; dual purpose vehicles, 24 tons of earth moving and lifting spares; Austin 'Champs'; Land Rovers; fork lift trucks; saloon and estate cars; motor cycles.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal orders only).

NISSEN HUTS

60 Nissen Huts size 24 ft. by 66 ft. are to be sold in Lots of 10 at the Ministry of Defence auction sales to be held at BICESTER on April 30 and May 1, 1968. Further details and catalogues, price 1s. 0d. (postal orders only), are available from the auctioneers, Midland Marts Ltd., Market Square, Bicester, Oxon.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at BARLOW on May 7 and 8, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal orders only), are available from the auctioneers, Bartle & Son, 52 Merrion Street, Leeds, 2, Yorks.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132(1)	133	169	164	131	101	171	127	168	200	185	+96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	134	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132(1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1967															
August		133				102									
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February						105									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143*	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143*	114*	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter					124·7*	138·6*		511	186				
1967													
August	146	100	139·7	+1·4	111·1	134·7	177·1	559	155		162	155	
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145*	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145*	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143*	114*	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	186		194	185	
February					125·2*	138·8*	184.7	503	185		208	183	
March					125·7*	139·2*		509*	187				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in Timing between the estimates of stock building and the recording of exports.

WHOLESALE PRICE INDEX NUMBERS

Higher output prices in the first quarter

OUTPUT PRICES of home market sales of all manufactured products, which began to rise again in the middle of last year, increased at a faster rate in the first three months of this year. The provisional index for March was nearly 2 per cent higher than in December, compared with increases of approximately 1 per cent in each of the preceding two quarters. This quickening in the rate of increase in output prices reflects the widening impact of higher costs for imported materials arising from devaluation and the sharp rise in copper prices as a result of the prolonged strike in the United States. Prices of basic materials and fuel used in manufacturing industry have risen steeply since October last year; the provisional index for all manufacturing industry was 10 per cent higher in March than in October. There were rises of over 12 per cent in the non-food index and of nearly 6 per cent in the food index.

Materials and fuels used in broad sectors of industry

The provisional index for materials and fuel used in the food manufacturing industries was little changed in March but, for the first quarter as a whole, was 3 per cent higher than in the previous quarter. In the non-food sector all the separate industry groups show substantial rises on a quarterly basis. The effect of devaluation in November and, in some industries, continuing high prices for copper and brass products, is clearly reflected in the rises which have taken place since October last year. Over this period, the index for materials and fuel used in the electrical machinery industry rose by nearly 11½ per cent, those for the mechanical engineering industries and for the chemicals industries by about 7½ per cent, for textiles by over 10 per cent, for timber by 6½ per cent and for materials and fuel used in the paper industries by nearly 5 per cent.

The index numbers for materials used in construction and house building continued to move upwards and show increases during the first quarter of the year of 2 per cent and 2½ per cent respectively over the previous quarter.

Output of broad sectors of industry

Output prices of the food manufacturing industry, which moved up by only about ½ per cent in the fourth quarter of last year, are provisionally shown as rising by over 2 per cent between December and March. In the non-food sector there have been significant price increases over a fairly wide range of products during the last few months. Comparing the provisional index numbers for March with those for December, the most noticeable increases occurred in those industries which are most sensitive to the rise in costs of imported materials. The provisional index for the paper industries has risen by nearly 6 per cent since December and, in the same period, those for the chemicals and timber industries rose by about 3 per cent and 3½ per cent respectively. The index numbers for the engineering and textiles industries both rose by about 1½ per cent and there were smaller rises in the iron and steel and the clothing industries.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967				1968	1967						1968		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	109·8	108·5	108·6	113·6	120·2*	109·3	108·5	109·0	109·5	113·0	118·4	119·5	120·4*	120·7*
	Basic materials	104·0	102·7	102·6	108·3	115·4*	103·4	102·6	103·1	103·6	107·5	113·6	114·6	115·7*	116·0*
	Fuel	153·6	152·3	154·4	§156·5	156·6*	153·6	154·4	154·4	§156·2	§156·6	§156·6	156·6	156·6*	156·6*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	112·0	109·8	110·9	116·7	124·7*	111·2	111·1	112·0	111·9	116·1	121·9	123·3	125·2*	125·7*
	Basic materials other than fuel	104·6	102·2	103·3	110·0	119·2*	103·6	103·5	104·5	104·5	109·3	116·2	117·4	119·7*	120·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·5	105·6	103·7	107·5	110·7*	105·2	103·3	103·7	104·5	106·6	111·4	111·3	110·4*	110·6*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·0	115·6	116·9	119·0	124·8*	115·9	117·0	117·3	116·6	118·5	121·9	124·0	124·9*	125·5*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	148·4	146·1	146·7	150·9	156·8*	147·5	146·5	146·9	147·6	151·3	154·0	154·7	157·2*	158·6*
361	Materials and fuel used in the electrical machinery industry.	141·1	137·8	138·7	145·0	153·8*	139·7	138·7	139·3	140·2	145·7	149·0	150·2	154·9*	156·2*
Order X	Materials and fuel used in the textile industries	94·7	94·3	91·6	93·8	99·9*	94·8	91·2	91·2	90·6	92·6	98·3	99·6	100·1*	100·0*
Order XIV	Materials and fuel used in the timber industries	122·6	122·4	122·7	124·6	130·1*	122·6	122·7	122·8	122·8	123·4	127·5	129·4	130·0*	130·9*
Order XV	Materials and fuel used in the paper industries	113·9	113·6	113·8	115·8	119·2*	113·8	113·7	113·8	113·8	115·2	118·5	118·9	119·2*	119·4*
Order XVII	Construction materials	133·7	133·7	134·5	136·2	139·0*	133·7	134·4	135·1	135·2	136·0	137·5	138·3	139·1*	139·7*
Part of Order XVII	House building materials	134·8	134·7	135·7	137·7	141·4*	134·8	135·7	136·5	136·6	137·2	139·2	140·4	141·4*	142·3*

*Provisional figure. §Revised figure.

(*Continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

WHOLESALE PRICE INDEX NUMBERS, *continued*

2. Output of broad sectors of industry – 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967				1968	1967						1968		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	All manufactured products: Total sales	133·5	133·7	134·6	135·9	138·6*	133·5	134·6	134·8	135·2	135·7	136·9	138·0	138·7*	139·0*
	Home market sales	134·3	134·4	135·1	136·0	138·3*	134·3	135·1	135·2	135·7	136·0	136·5	137·5	138·4*	138·8*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	133·0	133·2	134·4	136·1	139·2*	133·0	134·5	134·8	135·2	135·7	138·6	135·6	139·3*	139·6*
	Home market sales	133·6	133·6	134·7	135·9	138·6*	133·6	134·7	134·9	135·4	135·9	136·5	137·9	138·8*	139·2*
211 to 229	Products of the food manufacturing industries: Home market sales	125·4	125·5	125·5	126·3	128·5*	125·5	125·4	125·6	126·1	126·0	126·6	127·4	128·8*	129·4*
263 to 277	Chemicals and allied industries: Total sales	108·9	108·8	110·0	110·6	114·5*	108·9	110·1	110·5	110·5	110·3	111·1	114·0	114·6*	114·7*
	Home market sales	110·0	109·9	111·0	111·6	115·4*	110·0	111·2	111·3	111·3	111·5	112·1	114·9	115·6*	115·7*
311 and 312	Iron and steel industries: Total sales	136·2	136·4	136·7	137·3	138·0*	136·1	136·8	136·8	136·8	137·4	137·6	137·8	138·0*	138·1*
	Home market sales	142·1	142·1	142·1	142·5	142·9*	142·1	142·1	142·1	142·2	142·6	142·6	142·7	142·9*	143·1*
Orders VI to IX	Engineering and allied industries: Total sales	139·0	139·6	140·6	142·2	144·8*	139·0	140·7	140·9	141·1	141·9	143·5	144·4	144·8*	145·2*
	Home market sales	137·3	137·2	137·9	139·3	142·0*	137·3	137·9	138·1	138·4	139·3	140·3	141·4	142·0*	142·6*
Order X	Textile industries other than clothing: Total sales	113·5	113·7	112·6	113·0	115·7*	113·3	112·7	112·7	112·4	112·5	114·1	115·5	115·8*	115·9*
	Home market sales	111·6	111·2	110·6	111·2	114·0*	111·4	110·7	110·4	110·4	110·9	112·4	113·6	114·0*	114·2*
Order XII	Clothing and footwear: Home market sales	120·3	120·3	120·5	120·7	121·5*	120·3	120·5	120·5	120·6	120·7	120·7	121·3	121·5*	121·7*
Order XIV	Timber industries: Home market sales	125·6	125·3	125·4	126·0	130·9*	125·5	125·5	125·4	125·4	125·5	127·0	129·9	131·1*	131·7*
481 to 483	Paper industries: Home market sales	120·6	120·7	120·9	120·3	126·1*	120·5	120·8	121·0	120·3	120·2	120·3	124·7	126·3*	127·3*
Order XVI	New construction‡	141	142	143	143		141		143			143			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Picadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967		1968		
	Mar.	Sept.	Jan.	Feb.	Mar.
Coal†	174·3	169·0	174·9	174·9*	174·9*
Slates	183·9	180·9	180·9	180·9	180·9
Salt	110·8	123·3	123·3	123·3	123·3
Flour	125·9	125·9	125·9	130·1	132·6
Sugar, refined	111·3	113·8	115·3	114·7	115·5
Chocolate and sugar confectionery	113·3	114·1	116·8	117·1*	117·6*
Beer	136·2	136·4	136·5	136·5*	136·5*
Tobacco and cigarettes	156·0*	154·3	154·3	154·3*	154·3*
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	129·7	135·9	135·9	135·9	139·6
Medium fuel oil (950 secs.)	140·8	160·3	160·3	160·3	160·3
Lubricating oils and greases	131·2	134·6	142·3	142·3*	142·3*
General chemicals	103·0	‡105·6	107·9	108·0*	108·1*
Pharmaceutical chemicals	57·2	57·5	57·9	58·2	58·2*
Pharmaceutical preparations	103·1	103·0	103·9	104·3*	104·5*
Toilet preparations	148·7	149·8	155·2	156·3*	157·5*
Paint for building and decorating	116·8	116·6	117·0	117·0	117·0*
Soap	154·8	153·6	154·0	154·2*	154·5*
Soapless detergents	106·4	101·8	101·9	102·2*	102·2*
Synthetic resins and plastic materials	73·8	73·7	74·7	75·9*	76·1*
Steel sheets	137·9	137·0	137·1	137·1*	137·1*
Tinplate	129·8	128·3	128·3	128·5*	128·9*
Other steel goods (excluding tubes)	141·6	141·7	142·0	142·3*	142·5*
Steel tubes	151·9	156·7	156·9	156·9*	157·0*
Iron castings	156·2	156·3	156·7	157·0*	157·5*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	151·8	163·9	163·9	163·9
Rolled	142·2	142·2	155·9	155·9	155·9
Castings	152·8	155·5	162·2	162·2	162·2
Forgings	144·7	144·7	147·4	149·7	149·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	153·6	150·6	203·4	220·4	222·5
Photographic paper and films, etc.	125·7	132·2	142·8	144·6	145·4
Spectacles, etc.	140·4	140·4	141·4	141·4	141·4*
Dental goods	147·5	149·8	154·6	154·9*	156·4*
Gramophone records	146·5	146·5	146·5	146·5*	146·1*
Domestic electrical appliances	103·6	103·2	103·6	103·6*	103·3*
Perambulators, etc.	131·2	131·3	136·1	136·5*	136·5*
Tools and implements	157·2	160·7	165·5	166·3	168·3*

	1967		1968		
	Mar.	Sept.	Jan.	Feb.	Mar.
Cutlery	140·0	140·0	142·9	142·9	142·8*
Cutlery (other than razors and razor blades)	151·2	151·2	158·9	158·9	158·6
Spoons and forks	168·2	171·8	186·9	186·9	187·3
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	176·3	176·9	185·2	185·4	185·4*
Domestic gas appliances	113·5	113·5	113·5	113·5*	113·5*
Cotton yarn	98·5	97·8	112·1	112·9	112·8
Spun rayon yarn	100·8	99·1	103·8	103·6	103·4*
Irish linen yarns (wetspun)	125·3	120·8	126·2	126·2*	126·2*
Cotton cloth	105·9	105·2	115·6	115·7*	115·7*
Linen	139·2	137·7	142·0	142·0	142·0*
Wool tops	73·2	66·3	70·0	70·8	72·1
Worsted yarns	94·7	85·0	92·9	93·3	93·6
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·4	100·8	107·4	108·0	108·7
Jute yarn	137·2	132·8	142·3	142·3	141·7
Jute piece-goods	147·6	147·6	147·0	147·0	147·0
Rope, twine and net	118·6	117·9	120·5	120·6*	120·6*
Hosiery and other knitted goods	102·8	102·3	102·0	102·0*	102·1*
Carpets and rugs	131·8	131·8	131·8	132·0*	132·3*
Canvas goods and sacks	108·6	102·0	104·5	104·5*	104·5*
Leather for footwear	125·3	122·1	127·3	127·5	127·5*
Travel goods	138·2	138·4	140·5	141·0*	141·0*
Made-up clothing	119·4	119·7	120·3	120·4*	120·7*
Weatherproof outerwear	107·3	107·2	107·3	107·3*	107·9*
Men's and boys' tailored outerwear	121·6	122·3	122·6	122·6*	122·6*
Women's and girls' tailored outerwear	117·8	117·9	119·1	119·1*	119·1*
Women's and girls' light outerwear	117·3	118·0	118·9	118·9*	118·9*
Footwear (excluding rubber)	120·8	120·7	121·9	122·0*	122·2*
Refractory goods, including bricks	150·3	152·9	156·2	159·3	159·5*
Non-refractory goods, including bricks	133·6	136·5	139·9	140·4*	140·4*
Building bricks, common, other than fletton, *ex works*	141·1	144·6	148·2	148·6*	148·6*
Building bricks, fletton, common, *delivered*	120·0	123·5	130·2	130·2	130·2
Electrical porcelain	137·6	137·6	137·6	137·6	137·6
Domestic china and earthenware	161·9	163·1	168·7	169·1*	171·4*
Glass (other than containers)	142·7	144·5	144·9	144·9*	145·3*
Glass containers	130·7	129·3	130·2	130·2	130·2
Cement, delivered	128·0	132·0	132·0	132·0	132·0

*Provisional figure. † This index is based on prices ruling on the last day of the month.
‡Revised figure. Revised figure for August 1967 = 104·7, October = 105·6, November = 105·6, December = 106·0.

(*Continued on next page*)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 27*s.* 6*d.* (*by post* 28*s.* 6*d.*)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

WHOLESALE PRICES INDEX NUMBERS, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967		1968		
	Mar.	Sept.	Jan.	Feb.	Mar.
Abrasive paper and cloth	132·1	134·4	143·8	143·8	143·8
Cast stone and cast concrete products	117·9	117·9	118·3	118·3*	118·3*
Home-grown hardwood	106·9	107·1	107·3	107·5*	107·6*
Joinery	141·2	143·6	147·9	150·2*	152·2*
Domestic furniture	127·6	127·5	131·9	132·9	133·0*
Bedding, etc.	120·1	119·4	123·8	124·0*	124·0*
Wooden boxes, packing cases, crates, etc.	130·6	128·6	130·2	132·3	132·7*
Paper and board	115·0	115·5	120·6	122·8*	122·8*
Cardboard boxes, cartons and fibreboard packing cases	123·4	123·9	125·6	126·0*	126·8*
Wallpaper	142·7	142·7	150·7	155·1*	159·2*
Paper bags	122·4	122·3	129·4	133·4*	133·4*
Manufactured stationery	128·0	128·0	128·0	129·8*	134·2*
Other manufactures of paper and board	115·7	116·0	124·3	124·8*	124·8*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·8	123·1	126·4	127·3*	127·7*
Rubber footwear	135·4	137·3	142·3	142·3	142·3
Linoleum and felt base	151·4	151·4	151·4	151·4*	157·5*
Brushes and brooms	145·5	145·7	147·7	153·0*	153·3*
Toys and games	132·6	132·9	135·8	136·2*	136·3*
Sports equipment	144·8	147·1	148·0	148·0	148·0*
Pens and pencils	116·2	116·3	118·9	120·3*	120·4*
Other stationers' goods	136·5	136·5	138·4	139·1	139·1*
Plastic mouldings	108·0	108·2	108·3	109·5	110·0*

*Provisional figures

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967		1968		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	103·7	88·9	97·8	95·6	101·5*
Imported	119·4	100·9	109·0	105·6	110·8*
Native	80·1	70·8	81·0	80·5	87·7
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	146·6	146·6	146·6
Copper, ex-ship, wharf or warehouse†	160·2	154·6	239·7	292·7	289·5
Lead, ex-ship, wharf or warehouse†	85·9	85·4	96·2	99·9	102·7
Nickel, refined, delivered	144·3	148·7	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price	167·2	164·6	183·8	182·9	183·0
Zinc, ex-ship, wharf or warehouse	129·5	122·7	142·3	140·5	139·3
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	104·2	118·4	150·3	149·7	149·7*
Palm oil, c.i.f., in bulk	101·8	101·8	101·8	101·8	101·8
Whale oil, acid, soft, naked, ex-works	57·7	43·7	31·4	33·2	33·2*
Pyrites, c.i.f., United Kingdom ports	68·2	77·8	92·1	89·6	94·2
Rubber, No. 1 R.S.S. one month future	84·8	77·5	84·3	79·8	85·6
Sulphur, crude (for acid making), c.i.f.	122·9	128·1	145·2	145·2	145·2
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	153·9	157·8	189·4	179·9	178·5*
Cotton, raw	66·6	68·3	83·2	81·9	80·4
Jute, raw, 'Export Hearts', c.i.f. Dundee	181·6	152·8	169·6	169·1	165·0
Jute, raw, 'Export Lightnings', c.i.f. Dundee	169·9	141·6	158·2	157·9	153·9
Silk, raw, delivered mill	184·7	214·4	245·6	245·1	245·1*
Sisal, East Africa No. 1 Grade, c.i.f. London	88·1	73·7	84·0	82·8	82·8*
Wool, raw	77·2	70·0	75·8	78·1*	79·0*
Crossbred, medium and course, c.i.f. UK	80·9	70·7	58·8	59·7	65·4
Crossbred, fine, c.i.f. UK	80·8	72·3	80·2	84·2	86·2
Merino, c.i.f. UK	74·4	69·0	81·4	84·3	83·5
Timber:					
Imported hardwood (ex-yard or wharf)	119·0	120·8	135·6	136·1*	136·1*
Imported plywood (delivered to consumers)	113·1	111·7	120·8	122·4	122·4*
Imported softwood (delivered to consumers)	118·2	118·3	126·9	128·2	129·8
Woodpulp, imported	100·4	100·5	107·8	107·8*	107·8*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.

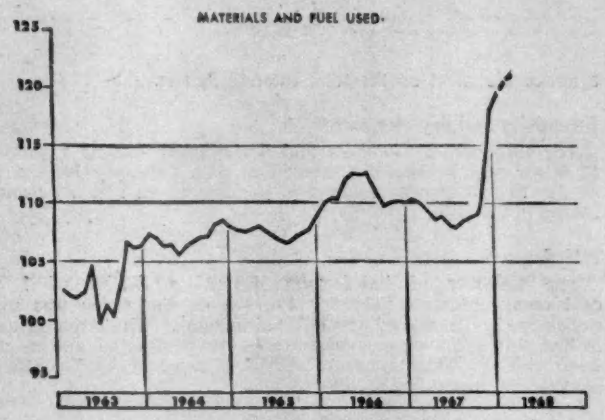
Government Publications

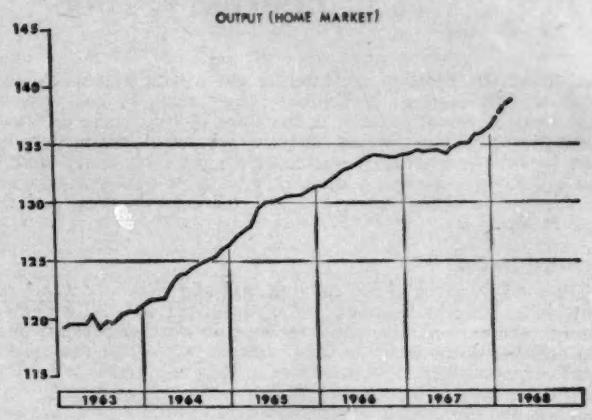
required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

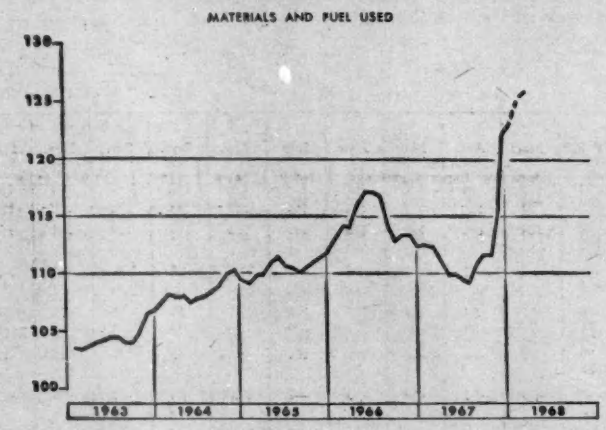
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

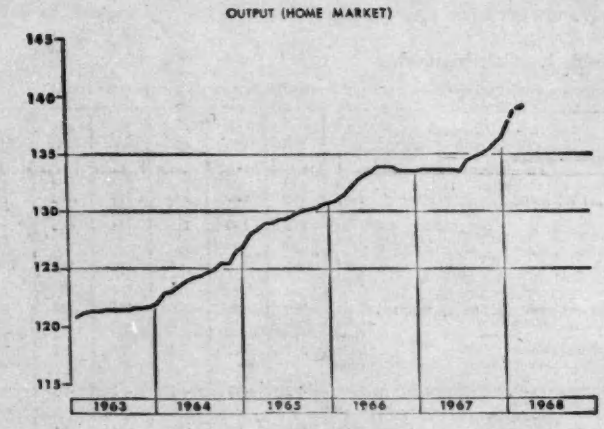
ALL MANUFACTURING INDUSTRY



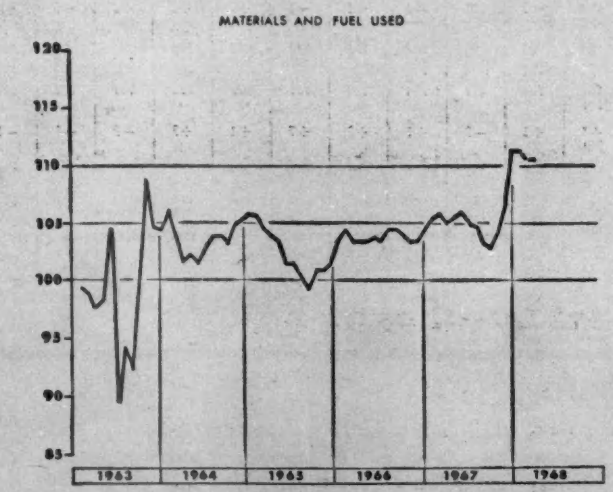


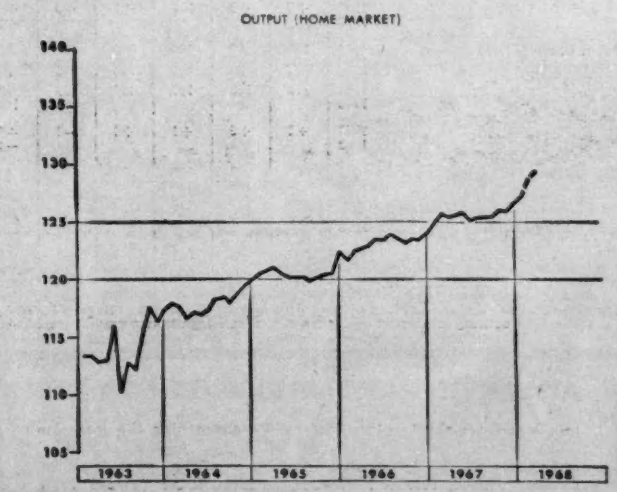
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)





FOOD MANUFACTURING INDUSTRY





Turnover of the catering trades, laundries and dry-cleaners and hairdressers in February, 1968

THE TOTAL TURNOVER of the catering and service trades continued to show little increase in February, very much in line with the experience of recent months. In the three months ended February the turnover of the catering trades was barely 1 per cent higher than in the corresponding months of the previous year, laundries and dry-cleaners showed a decline in turnover of 2 per cent and hairdressers no change compared with the corresponding period a year earlier,

Catering trades

The total turnover of the catering trades in February was 1 per cent higher than in February 1967; it was the dullness of public houses' takings over this period, showing no increase between these two months, which kept the total increase in catering turnover in check. The turnover of licensed hotels and restaurants, cafes, etc., showed increases of 3 per cent and 2 per cent, respectively, over the February 1967 levels. These increases were about the same as those recorded in the fourth quarter of 1967 compared with the fourth quarter of 1966. Canteens showed an increase of 4 per cent between February 1967 and February 1968 – but the figures for canteens have always been volatile, and their turnover is too small to have a noticeable effect on the total catering figures.

Laundries and dry-cleaners

The turnover of laundries and dry-cleaners showed a decrease of 3 per cent in February compared with February 1967, a fall similar to that shown in January. Both laundries and dry-cleaners shared in the fall.

Hairdressers

The turnover of hairdressers showed a decline of 1 per cent compared with February 1967 – a decline which was more noticeable in the case of women's hairdressers. This decline is much in line with the average experience of recent months, and in contrast with the small increases shown in most of 1967 compared with the corresponding months of 1966.

Provisional rebasing on 1966

The index numbers for laundries and dry-cleaners and for hairdressers have been rebased on the provisional results of the 1966 Census of Distribution.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968						96	100										
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	–1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968						+1	+1										
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968						76	81										
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	–2	Nil	+4	+1	+6	+3
	1968						+4	+3										
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968						96	103										
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	–1	+1	–1	+2	+2	+2	+3	+1
	1968						+1	+2										
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968						100	101										
	1967	+2	+6	+1	+4	–1	+5	+5	+6	–3	+1	+3	+7	+4	+3	–2	–1	–1
	1968						+1	Nil										
Canteen (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968						110	114										
	1967	–2	–2	Nil	–3	–1	+2	–1	–6	+7	–3	–3	–1	–3	–4	–1	+1	–3
	1968						Nil	+4										

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The February 1968, period was the four weeks from January 28, 1968, to February 24, 1968, the February 1967 period was from January 29, 1967, to February 25, 1967.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) 1966 = 100

Kind of Business Turnover in 1966 – Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968						90	97										
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968						—4	—3										
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968						95	98										
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968						—3	—2										
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968						82	96										
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968						—6	—4										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) 1966 = 100

Kind of Business Turnover in 1966 – Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968						94	98										
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968						—2	—1										
Men's hairdressers, and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968						100	98										
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968						+1	Nil										
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968						92	98										
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968						—2	—1										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 5, 1968.
Where the title appear in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Makers' name
BRITISH					
Animated Animals	Br/E 33109	23	April 2	United Artists Corp. Ltd.	Harold Baim Productions Ltd.
Pathe Pictorial Series 690/702:					
Pathe Pictorial No. 694	Br/E 33113	8	April 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 695	Br/E 33114	8	April 3	" "	" "
A Cathedral in Our Time	Br/E 33116	20	April 4	Connoisseur Films Ltd.	Dormat Productions Ltd.
Far From the Madding Crowd	Br/E 33118	168	April 5	Warner-Pathe Distributors Ltd.	Appia Films Ltd.
Pathe News 68-27	Br/E 32919	7	April 5	" " "	Associated British-Pathe Ltd.
Pathe News 68-28	Br/E 32920	7	April 5	" " "	" "
Movietone News 2025	Br/E 32867	7	April 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2025A	Br/E 32868	7	April 5	" "	" "
FOREIGN					
Romeo and Juliet	F 33104	150	April 1	Paramount Film Service Ltd.	B.H.E. Productions Ltd. and Verona Produzioni S.r.l., Rome.
Killers are Challenged	F 33105	92	April 1	Planet Film Distributors Ltd.	Zenith Film, Rome.
Four Keys	F 33106	87	April 1	" "	Atlas International Film G.m.b.H., Munich.
Happy Gypsies!	F 33107	90	April 1	Richard Schulman Entertainments Ltd.	Avala Film, Belgrade.
Five Minutes Thrill	F 33108	7	April 1	Contemporary Films Ltd.	Hungarofilm, Budapest.
Mouchette	F 33110	90	April 3	" "	Argos Films, Neuilly-sur-Seine.
Rosie	F 33111	98	April 3	Rank Film Distributors Ltd.	Universal International Films Inc.
The Ballad of Josie	F 33112	102	April 3	" "	" "
Vivre Pour Vivre (Live for Life)	F 33115	130	April 4	United Artists Corp. Ltd.	Les Films Ariane, Les Productions Artistes Associes Paris and Vides, Rome.
The Scorpio Letters	F 33117	80	April 5	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.

Correction to the Register:
In the list of films registered during the week ended Friday, March 29, 1968, the date of registration of the film 'In Cold Blood' (F 33099) should be March 28, and the maker's name should read Pax Enterprises Inc.

The UK computer market in 1967

A SUMMARY of the text of this article appeared in the *Board of Trade Journal* of April 5, page 1087.

Table 1. Deliveries of electronic computers (British made)

£'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Industrial Electronic Control Equipment		Peripheral Equipment		Repair and Maintenance		Total Deliveries		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturer
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	5,924	313	84,352	31,992	326	54	84,732	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	8,574	1,070	104,715	36,678	466	63	105,244	36,700	5,501
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	1,336	76	18,994	7,386	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	1,561	81	21,465	8,545	60	17	21,542	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	1,423	77	22,634	8,648	114	13	22,761	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	1,604	79	21,259	7,413	95	7	21,361	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	1,590	77	21,468	8,078	102	2	21,572	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	2,018	344	24,994	9,349	111	5	25,110	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	2,365	251	27,747	9,383	111	22	27,880	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	2,601	398	30,506	9,868	142	34	30,682	9,890	1,801

Table 2. Deliveries of electronic computers (factored)

£'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Industrial Electronic Control Equipment		Peripheral Equipment		Repair and Maintenance		Total Deliveries		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturer
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	—	—	36,510	1,901	—	—	36,510	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	—	—	31,099	1,694	—	13	31,105	1,694	2,982
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	—	—	9,003	758	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	—	—	9,369	581	—	—	9,369	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	—	—	8,388	274	—	—	8,388	274	40
4th quarter	9,007	286	—	—	75	—	125	—	473	2	—	—	9,750	288	—	—	9,750	288	193
1967 1st quarter	4,733	322	33	—	66	—	—	—	1,197	58	—	—	6,029	480	—	—	6,029	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	—	—	6,726	438	—	6	6,732	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	—	—	9,804	341	—	7	9,811	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	—	—	8,533	435	—	—	8,533	435	1,030

Table 3. Orders on hand for electronic computers and peripherals

£ million

	Of UK Manufacture			Factored			Total		
	Home	Export	Total	Tome	Export	Total	Home	Export	Total
1966 December 31	71·3	27·9	99·2	26·2	1·5	27·7	97·5	29·4	126·9
1967 March 31	86·5	27·7	114·2	55·7	1·2	56·9	142·2	28·9	171·1
June 30	94·4	29·5	123·9	55·3	1·0	56·3	149·7	30·5	180·2
September 30	105·9	29·9	135·8	53·1	1·1	54·2	159·0	31·0	190·0
December 31	97·9	30·2	128·1	59·1	1·1	60·2	157·0	31·3	188·3

(*Continued on page* 1165)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House. Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Thomas Tilling Limited

Sir Geoffrey Eley reports

- *Record pre-tax profits, to which nine Tilling companies each contributed more than £500,000.*

- *£10½m capital expenditure on existing companies and new acquisitions, financed almost wholly from cash generated in 1967.*

- *Increased dividend, and one for one scrip issue.*

INDUSTRIAL GROUPINGS	Share of Group Profit
Building Materials	21.7%
Engineering	9.1%
Glassware	15.3%
Insurance	13.7%
Textiles	9.1%
Vehicle Distribution	14.5%
Wholesaling & Merchanting	13.1%
Other Interests	3.5%

HIGHLIGHTS FROM THE RESULTS

	1967	1966
	£ millions	
Group Sales	141.5	129.5
Group Profit before Tax	7.9	7.2
Tilling Interest therein	6.6	5.9
Tilling Profit after Tax	4.0	3.8
Ordinary Dividends	32%	30%

If you would like a copy of the full Review, Report and Accounts please write to: The Secretary, Thomas Tilling Limited, 32 Crewe House, Curzon Street, London, W.1.

Fly your freight FAR better by

SABENA

BIG DOOR 707 JET FREIGHTER

TO AFRICA

JOHANNESBURG - NAIROBI - ENTEBBE
DAR ES SALAAM - FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS - KANO - ABIDJAN - NIAMEY
KIGALI - KINSHASA - BUJUMBURA

Consult your CARGO AGENT or

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF IATA QUALITY IN AIR TRANSPORT

The best way to these EXPORT MARKETS

is through

The Chartered Bank Group

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 270 branches in the territories shown above.

THE CHARTERED BANK
(Incorporated in England by Royal Charter, 1853)
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS:
ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

THE COMPUTER MARKET IN 1967, *continued*

Table 4. Numbers employed in United Kingdom electronic computer industry

	R & D	Manufacturing	Sales	Other	Total
1966 December 31	3,600	15,300	4,700	12,200	35,800
1967 March 31	4,100	15,200	5,000	12,800	37,100
June 30	4,300	16,000	5,000	13,300	38,600
September 30	4,300	16,600	5,300	13,900	40,100
December 31	4,800	17,000	5,500	13,900	41,200

Orders in the footwear industry

IN FEBRUARY new orders received by the footwear industry were above the seasonally high level of February 1967 and for the three months ending February were some 14 per cent more than in the three months ending February 1967. A similar three-monthly comparison of deliveries showed an increase of 3 per cent. There was some indication of further lengthening in the order books, which were 16 per cent higher at the end of February than at the end of the corresponding month a year ago.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	...	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1966 December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January*	37·5	14·3	14·7
February*	41·6	22·2	18·1

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
* Provisional.

Ford's Basildon tractor plant manager, Mr. A. Underwood, receiving a watch presented by the leader of a 15-man Swiss tractor main dealer group during their recent visit to Basildon. Although Switzerland is a small market by world standards, nearly 600 Ford tractors were sold there in 1967, all built at Basildon.

Gold and convertible currency reserves — March 1968

HM TREASURY announce that the gold and convertible currency reserves fell by £20 million during March, to stand at £1,134 million at the end of the month.

Hire purchase — correction

IN TABLE 1 of hire purchase and other instalment credit business, published in the April 5 *Board of Trade Journal*, the final figure in the third column of the table should read +8.

Business Monitor: Production Series

THE following titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.W.1:

Monthly at £1 a year, post free:
Paper and Film Bags for December 1967
Wheeled Tractors for January 1968
Gramophone Records for January 1968
Trailers for November 1967
Railway Carriages and Wagons for December 1967
Boxes and Cartons for January 1968

Quarterly at 7s. 6d. a year, post free:
Soap and Synthetic Detergents for October-December 1967
Carpets and Rugs for October-December 1967
Domestic Holloware for October-December 1967
Manufactured Stationery for October-December 1967

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May, 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Midland Bank service at the HANOVER FAIR

April 27-May 5 1968

The Midland Bank's specialised service for overseas traders will be available in Hanover throughout the period of the Fair.

Any help or advice required during this time in connexion with international trade will gladly be given by our representative, Mr. P. F. Cryer, a member of the Central Management of our Overseas Branch in London.

He can be contacted at the Kastens Hotel Luisenhof, Luisenstrasse 2, Hanover. Tel: 1 61 51.

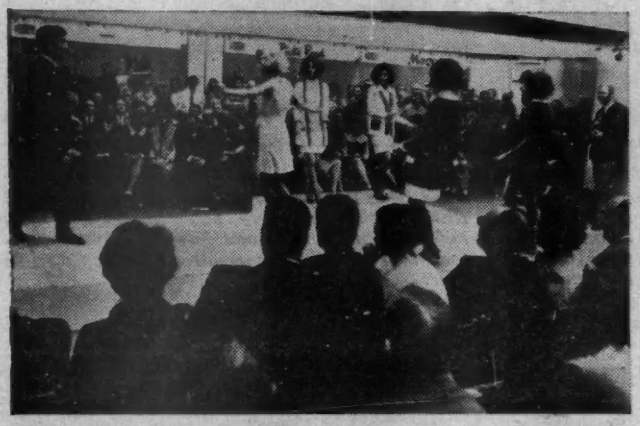
If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone: 01-606 9944) or through any one of our 2,650 branches in England and Wales.

Midland Bank *EXPERT AID FOR EXPORT TRADE*

Exhibitions and Fairs

'Magnificent performance' by British clothing manufacturers in Scandinavian Fashion Week

A report from the British Embassy, Copenhagen



Packed houses of buyers watched the twice-daily shows of young British fashion presented at the Copenhagen Fashion Fair by Associated Fashion Designers of London.

A 'Lili Marlene' scene from the Clothing Export Council's fashion spectacular held at the Palace Hotel, Copenhagen, on March 25, during the Copenhagen Fashion Fair. An influential audience of manufacturers and their buyers applauded the show.

EACH SPRING and Autumn for the past five years, buyers of women's outer wear from all Scandinavia and Northern Europe have been flocking to Copenhagen in increasing numbers for Scandinavian Fashion Week. While the focal point has been the Bella Centret where only Scandinavian firms are permitted to show, there has been a growing practice for non-Scandinavian firms to show in Copenhagen at the same time.

From March 24 to 27, when the autumn collections were shown to trade buyers, a new dimension was added to Copenhagen's already established reputation as a mecca for the fashion buyer. While at the Bella Centret 169 Scandinavian manufacturers (84 Danish, 21 Finnish, 19 Norwegian and 45 Swedish) showed in the regular Scandinavian Fashion Week, there took place at the Forum Exhibition Hall for the first time the Copenhagen Fashion Fair, in which over 100 European manufacturers took part, of whom 86 were British.

In addition to the continuous showing of collections on each manufacturer's own stand, 75 of the British manufacturers, with the Clothing Export Council, staged two shows a day at which buyers saw four garments from each manufacturer, ranging through suits and dresses, coats and rainwear, sportwear and bridal wear.

Also at the Forum, the 11 manufacturers comprising the well-known British group Associated Fashion Designers of London staged twice a day their spectacular and scintillating presentation of young British fashion.

The shows of both the Clothing Export Council and the Associated Fashion Designers, both assisted by the Board of Trade, played at every performance to packed houses of buyers.

Another highlight of British presentation in Copenhagen was a fashion spectacular, 'Fashion Happens in London', staged before a selected VIP audience. This was a gay, colourful, fast-moving and talented performance, cheered to the rafters by the influential audience, and reflecting splendid credit on the Clothing Export Council team who produced it, the British models who performed it, and the many British clothing manufacturers whose exciting garments were shown.

Scandinavian Fashion Week and the Copenhagen Fashion Fair attracted 5,000 trade visitors from 19 countries including 2,600 from Denmark, 1,250 from Sweden, 550 from Norway and 100 from Finland.

At only six days' notice, a British glass fibre firm, M.J. Ivory-Plastics, Ltd., of Luton, Bedfordshire, prepared sample boats including a 16-ft. motor cruiser, ferried them across to Gothenburg, and drove through the night to Stockholm, to reach the Swedish International Boat Show in time for the press preview on March 19. At the end of the show (March 31) they had sold 98 Cougar motor cruisers, with a few more confirmatory orders expected, and as many dinghies as they can deliver before May. This unexpected export opportunity arose suddenly when their Swedish agents, Lanbo Maskin AB, told Ivory-Plastic that space was available for them to show at Stockholm, as late as March 13. To meet the deadline, the factory had to work day and night. Picture shows the firm's stand at Gothenburg, with the Cougar left of centre.

International

HEATING VENTILATING AND AIR CONDITIONING exhibition

HEVAC

OLYMPIA LONDON 22-27 APRIL '68

HEVAC – the fifth International Heating, Ventilating and Air Conditioning Exhibition at Olympia is the greatest specialised exhibition of its kind in the world.

It is the virile show for a virile industry – heating and ventilating is now among the greatest of Britain's growth industries with a £300,000,000 turnover per annum. It covers every aspect of the business. With over 120,000 square feet of stand space, HEVAC shows how new technologies are improving the efficiency of everything concerned with heating and ventilating – from industrial boilers and heat exchangers to non-scald domestic bathroom showers.

The accent is on efficiency – and efficiency in this business means economy.

HEVAC is truly international. There are 250 firms from a dozen countries showing the dramatic advances made in machines, materials and methods which have lifted heating and ventilating from rule-of-thumb plumbing to an advanced science.

HEVAC GIVES A THREE-DIMENSIONAL PICTURE OF AN EXCITING INDUSTRY

Times: 10 a.m. to 6 p.m. daily, except Tuesday 23rd and Thursday 25th open until 9 p.m. Last day close at 4 p.m.

An IEC Exhibition

INDUSTRIAL EXHIBITIONS LIMITED 9 ARGYLL ST. LONDON W1

Looking at British goods on display at an exhibition of consumer durables in Lisbon are HM Ambassador Sir Anthony Lambert and Lady Lambert. British exhibitors were able to quote orders amounting to several thousand pounds and foresaw brighter prospects for their goods in Portugal as a result of participation in the exhibition. (*Report on page opposite*),

Mr. Reginald Mitchell, director of the British Menswear Guild, and Michael Edser, producer of the guild's recent fashion show at the Royal Banqueting House in Whitehall, reading the official citation for the Men's Fashion Writers' International first silver needle award just received from the president, Mr. Julian Wesche-Wakermann, editor of Der Herr,

INTERNATIONAL TRADE CENTRE – PUBLICATIONS

Through its 'Publications Programme' the International Trade Centre UNCTAD/GATT helps to make expertise available to the developing countries in the field of export promotion. Pamphlets produced so far include 'Market Surveys: A Bibliography by Products and Countries', 'Manual on Export Marketing Research for Developing Countries' and others. A guide for developing countries on the compilation of basic export market information is being prepared. The Centre also publishes a quarterly magazine, 'Forum', with an intermediate trade supplement. Inquiries about these publications should be addressed to the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva* 10, *Switzerland.*

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2438).

Lisbon exhibition 'a marked commercial success'

A report from the British Embassy, Lisbon

ORGANIZED by the Board of Trade and the British National Export Council, an exhibition of consumer durable goods, the products of 40 companies, was held in the Ritz Hotel in Lisbon from March 26-30. Products on display represented a wide cross-section of goods for the home, the office and leisure activities.

The exhibition was the first of its kind to be mounted in Lisbon. The daily hours of opening were from 5 p.m. until midnight; it was open to the public throughout the entire period and a total of 19,000 people attended. The views of the exhibitors were that both attendance and the quality of visitor were of an unusually high level and that the interest shown throughout the entire range of exhibits was serious and widespread. The design of the exhibition was favourably commented upon and arranged so that visitors were directed in a one-way stream. This avoided any areas of overcrowding or the blocking of stands.

The interest shown by the Portuguese public was intense. This may be attributed to the planned publicity during the preceding weeks, which included local paid advertising and a public relations campaign, together with the British Embassy's own arrangements for free press and radio cover. The exhibition was not formally opened, but on the evening of March 25 a launching reception was held in the Ritz Hotel at which HM Ambassador Sir Anthony Lambert and Sir James Hutchison, the Member for Portugal of the Export Council for Europe, were co-hosts to approximately 300 guests. In his speech Sir Anthony Lambert made particular reference to the fact that the exhibition should not be regarded as an end in itself but as a taking off point for an increasing effort on the part of British exporters to sell in Portugal. Britain was very favourably placed to assist Portugal to satisfy the increasing requirements of her expanding economy.

While the very high level of attendance was in itself a most encouraging feature of the exhibition, together with the spontaneous publicity given to it by the Portuguese press, nevertheless the most rewarding feature was the great satisfaction and enthusiasm of those taking part, both among the exhibitors who had come specially from the United Kingdom and their Portuguese agents and representatives. There seemed little doubt in their view that overall the exhibition was a marked commercial success. A number were able to quote substantial orders amounting to several thousand pounds. Others were able to point to considerably brighter and promising prospects for their products in the Portuguese market as a result of their participation. The hours of opening of the exhibition, while giving the Portuguese public full opportunities to visit, at the same time left the exhibitors themselves with opportunities during the day to conduct business with Portuguese importers and distributors in their own offices.

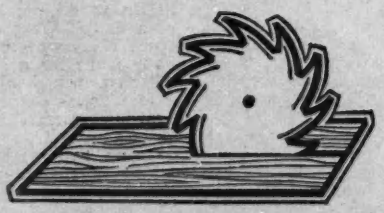
Within the categories of this consumer durables exhibition the products shown included soft toys, bicycles, radio and television equipment, electric mixers, porcelain, bathroom fittings, washing machines, motor car accessories, sports equipment and a variety of tools and workshop equipment. A further feature remarked upon was the high quality of display. The reception area immediately before entry into the exhibition was designed, as was the exhibition itself, by the Central Office of Information. This was well supplied with literature relating not only to the exhibition but to British products and achievements at large.

The success of the exhibition was, perhaps, significant also in that as a first venture of this kind in Portugal it was extremely well received. This confirms the view that there are tremendous opportunities for British products in Portugal over a very wide field. While Britain has for long been Portugal's principal trading partner, nevertheless the scope for increasing British exports to Portugal remains substantial. The experience of exhibitors on this occasion confirms that the Portuguese market can be extremely rewarding. British exporters who are looking for fresh fields to conquer should not hesitate to investigate the opportunities here available to them.

Danish industrial design at the Design Centre

'THE DANISH Design Centre Visits Britain,' an exhibition of Danish industrial design will be opened at the Design Centre on April 23 by Mr. Anthony Crosland, President of the Board of Trade, and Mr. Knud Thomsen, Danish Minister for Commerce, in the presence of HE the Danish Ambassador, Monsieur Erling Kristiansen. The exhibition, which is being arranged by the Danish Design Centre, is part of the extensive 'Denmark in Britain' promotion which opens in London in April. It will illustrate some of the best-designed products from both the capital and consumer goods industries in Denmark and will be on show at the Design Centre, Haymarket, from April 24 to May 18.

Their Majesties King Frederik IX and Queen Ingrid will see the Design Centre exhibition on April 29 during their visit to London in connection with the 'Denmark in Britain' promotion.



8th INTERNATIONAL TIMBER FAIR

Ljubljana, Yugoslavia, June 8th–16th 1968.

SOME exhibition space is still available at this important Fair to be attended by buyers from all Eastern European Countries. Particular interest will be shown in woodworking machinery, paints, varnishes and other wood finishing products, wooden or metal furniture fittings, finished or semi-finished wooden accessories.

Official U.K. Representatives:

ARPENT SLOVENIA LTD.
Hatfield Heath, Bishop's Stortford, Herts.
Tel: Hatfield Heath 315

or the Machine Tool Trades Association (Woodworking Division) or the Board of Trade.
Tel; ABB 7877 Ext. 2262.

The New York International Motor Show was officially opened on March 30, and in the first two days more than 125,000 people attended. Picture shows British Jaguar cars on display. Sir William Lyons, chairman of Jaguar Cars, described the show as one of the finest that he had ever attended.

Export theme at Leeds engineering exhibition

THE EIGHT Engineering Exhibition at Leeds, the most successful of all the exhibitions organized to date by the Yorkshire Region of the Engineering Industries Association, was opened on March 26 by HRH Prince Philip, Duke of Edinburgh. Prince Philip also presented prizes to the winners of the Yorkshire Regions' Mr. and Miss Export Competition, which was organized jointly with the *Yorkshire Post* newspaper. The prizewinners were Mrs. Ann Riley of the Bradford firm Stanhope Engineering Co. Ltd., and Mr. Keith Wadsworth, Ultrasonics Ltd., Shipley.

During the three days of the exhibition over 120 firms showed a wide variety of engineering products ranging from a folding bicycle to a locomotive soon to be exported to Zambia. The variety of products displayed included hydraulics, electronics, ultrasonics, machine tools, jigs, fixtures, cutting tools, special steels, mechanical handling equipment, welding and flame cutting equipment, foundry equipment, springs, valves, hand tools, plastics, lubricants, fans and filters. Other stands were taken by various service and ancillary equipment suppliers, and Government Departments were represented by the Board of Trade and the Ministry of Technology. 'Call Export Intelligence' was the theme of the Board of Trade stand, and the services which the Board can offer to exporters were illustrated in a panelled display covering subjects such as finding an agent overseas, status reports on overseas firms and market and tariff information. Board of Trade staff were on the stand to answer visitors' questions.

Two-thirds of the exhibitors were Yorkshire firms, with the remainder coming from areas as far apart as Bournemouth and Newcastle-upon-Tyne.

Export was the theme of this year's exhibition, and many participating firms proudly proclaimed their numerous overseas markets. Also exhibiting were a number of firms, mainly small, not yet engaged directly in exporting. All these manufacturers were able to show their products to a number of overseas buyers, and some orders were taken and many more inquiries received from visitors from, for example, Denmark, Kenya, Spain and South Africa.

The general level of orders placed and inquiries received were said to be much higher than last year. Some exhibitors commented that, for the first time at any exhibition, they had received firm orders at their stands.

On March 27, as part of the exhibition theme, a seminar 'Guide Lines to Exporting' was held at the Queens Hotel, Leeds. Before a packed audience a panel of experts talked briefly on such subjects as documentation, finance for exports, Government services to exporters, export credit guarantees, overseas trade missions and the importance of quality and reliability in the exporting of goods and services.

British Week for Vienna

VIENNA, capital city of the increasingly important Austrian market, will be the centre for the eighth British Week in Europe organized by the Board of Trade and the British National Export Council for Europe.

The Week, which will be held from October 10 to 18, 1969, was announced on April 4 at an inaugural conference in Vienna presided over by Sir Anthony Rumbold, HM Ambassador to Austria.

In his speech in German Sir Anthony spoke of the importance of Austrian participation. 'This is a joint enterprise, Austrian as well as British,' he said. 'The British would not be able to make a success of a British Week in Vienna without the Austrians. This may sound fairly obvious, but I want to make the point straight away: we, the British, would also never have conceived the idea unless we had received a lot of private encouragement from the Austrian side.'

Sir Anthony said there were two reasons why the British had thought of coming to Vienna in 1969. 'One is the more general one that, precisely because there are no problems between Great Britain and Austria, and because the two countries are on very friendly terms with each other, particular efforts have got to be made to maintain the warmth of that friendship. Nations, after all, are like people; and friendships must never be taken for granted.

'The second reason is a more practical one. There are good grounds for believing that trade between Austria and Britain can be extended even further. Since the war there has been a steady and healthy growth of this trade which has, in recent years, been stimulated by the EFTA arrangements and by trade campaigns in both countries.'

Sir Alexander Abel Smith, deputy chairman of BNEC Export Council for Europe, also speaking in German, said that the Weeks were aimed at encouraging as many retailers in the host city as possible to stock the latest and best of British consumer and capital goods, so that these products would be available for direct sale to the public in stores and shops. Sir Alexander stressed the point that in every city in which a British Week has been held, local business people have been inclined to underestimate the impact and effects of publicity and atmosphere on turnover. 'Again and again, stocks have run out because the number of people willing to buy turned out to be larger than had been expected. This is likely to be the case in Vienna too.'

The Burgomaster of Vienna, Herr Bruno Marek, warmly welcomed the Week, saying that the Austrians held British businessmen in high esteem for their trustworthiness and British goods, investment as well as consumer, for their high quality.

Herr Marek said he considered that the timing of the British Week in Vienna was opportune. For the Viennese, the period between October 10 and 18 was the time when they prepared for their Christmas shopping and he was convinced that the Week would be a 'full-scale success'.

The Burgomaster concluded: 'I am very pleased indeed that Britain is going to hold the Week in Vienna next year. I regard this decision as a sign of the friendship afforded us by Britain and not just because we are both members of the same economic organization (EFTA).'

The British Week in Vienna will be the most important commercial and cultural event ever staged in Austria, and the third of these large-scale promotions to be held in an EFTA country since the completion of the Free Trade Area.

It has been carefully timed. Germany, Austria's main supplier – and other Common Market countries – face Austrian import tariffs of between 12½ and 40 per cent. Britain, however, as a fellow member of EFTA, can export to Austria virtually duty free, and this, together with devaluation of the pound, gives Britain a price advantage over major competitors. But the Kennedy Round of tariff reductions means this advantage can be only short term, and so the right moment to plan an expansion of Britain's present modest six per cent share of the Austrian market is now.

It is expected that a large number of British manufacturers will take advantage of this occasion to bring their products to the Austrian market.

A British Week Office has already been established by the Board of Trade in Vienna under Mr. John Peskett, who was director of the British Week Office in Brussels last year, and a full programme of supporting events is being arranged to complement the sale of British goods in the shops and department stores in Vienna.

Further details about the British Week in Vienna may be obtained from Mr. P. K. Guenebault, British Weeks and Store Promotions Directorate, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3449).

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*

Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Interest in children's clothes from Britain at the Cologne Fair 'For the Child', which ended on March 31.

Inside the Medic-Ex exhibition currently touring Europe. Honeywell, manufacturers of a modular operating theatre system and a range of medical instrumentation, are one of the main sponsors of the mobile exhibit and have received inquiries for their products with a potential value of £25,000 after only three stops of the scheduled tour. The Medic-Ex exhibition was in Gothenburg from April 3-7 for the International Medical Exhibition and will now visit Hungary, Czechoslovakia, Rumania, Poland and Germany.

British Industrial Exhibition in Sao Paulo

A BRITISH Industrial Exhibition will be held in Sao Paulo, Brazil, from March 5 to 16, 1969, it was announced on April 8 by BNEC-Latin America and the Board of Trade. This is the first British exhibition in South America since 1931. Exhibitors will benefit from assistance given by the Board of Trade. In the case of Sao Paulo this will include stand space at 30s. a square foot and a contribution of up to 50 per cent towards the cost of translating sales literature, the cost of return fares of two representatives per stand and the return freight on goods unsold which are returned within 12 months.

The decision to take part in the exhibition may unlock a multi-million pound market, said Mr. Peter Ford, chairman of BNEC-Latin America and director of Commercial Operations of the Plessey Company International Group.

'With a population of six million, Sao Paulo is Brazil's largest city and centre of an area with the quickest growth and highest standard of living in Brazil,' said Mr. Ford.

'Southern Brazil is rapidly expanding her road network, telecommunications and power supplies. Her developing agriculture needs advanced equipment: her farm products need processing on a growing scale.

'Industry of all kinds is expanding and despite protection for home output, the market for imported industrial goods and services is growing. Immense prospects are opening up for British business, particularly now that devaluation has given many industrial products a price edge on our German, Italian and American competitors in this market. Last year our sales to the Brazilians totalled £20 million, a 16 per cent increase on 1966. Next year I see no reason why we should not aim for much more. Our object is to repeat the success of the British exhibition and business conference in Mexico which boosted United Kingdom sales by 50 per cent.

'My advice for far-seeing firms is: Get a foothold in this market by exhibiting at Sao Paulo next March. Send out your top men, travel around and make friends, appoint good agents – and you will get the business.'

Mr. Ford revealed that British exports to Brazil in January and February totalled £9,280,000, 180 per cent up on the same period last year, and equal to almost half the total British exports to Brazil in 1967.

The British Industrial Exhibition in Sao Paulo will be organized by Industrial and Trade Fairs International Ltd.

Cologne Fair 'For the Child'

A report from the British Embassy, Bonn

GREAT BRITIAN, with 22 direct exhibitors and four additionally represented firms, was the second largest foreign exhibitor at the spring 1968 international 'Fair for the Child' which was held in Cologne from March 29-31.

The fair was resited in the new Hall 13 and the upper floor of Hall 12, with a total floor area of 387,500 square feet, and attracted a total of 436 direct exhibitors, of which 320 were German firms and 116 foreign firms from 16 countries. In addition, six German firms and 43 foreign firms exhibited on the stands of their agents or importers. The event was attended by 9,380 trade buyers (spring 1967; 9,180), including 1,970 foreign buyers from 31 countries, principally Holland, Belgium, Denmark, Austria, Switzerland, France, the United Kingdom, Italy and Sweden.

Although the German economic recession has affected sales of babies' and children's articles less than retail trade generally, there was reduced buying activity at the fair by the German trade; however, a lively interest in the new Autumn ranges displayed was evident.

Although in recent years, much publicity has been given to the willingness of German parents to spend liberally on their children and that German parents are said to spend the equivalent of over £13 per month on each child under the age of 16, there is a clear tendency at present towards more price-conscious purchasing by parents of both clothing and nursery goods. At the fair, the demand for luxury type baby carriages was virtually nil, with preference shown for smaller, functional perambulators with easy-care covers, whereas in the past, parents have been quite happy to pay about DM230 for a 'representative' perambulator. Bulk demand at this fair was for models retailing in the DM160 to DM180 price range. Buyers of children's clothing showed a distinct preference for medium quality lines on which manufacturers were able to offer ex-stock or fairly prompt delivery.

The fair attracted buyers from outside Germany as well and more active interest in British goods came from visitors from EFTA countries. The bulk of business and inquiries came from these countries while orders were booked by British exhibitors with buyers from countries as far apart as Iceland and Kuwait.

The Board of Trade mounted three stands under the joint venture scheme in collaboration with the British Nursery Goods Association which sponsored seven firms, the Junior Fashion Group of London with four firms, and the Clothing Export Council with 10 firms.

Members of the British Nursery Goods Association were generally satisfied with their participation. Orders were taken from existing customers and useful contacts were made which should lead to firm business in the future. A number of exhibitors were able to appoint agents at the fair for countries in which they have not previously been represented.

The experiences of British clothing manufacturers were mixed. Some of the newcomers to the Cologne Fair reported little interest in their products, but other firms who had participated in previous fairs found that their persistence was beginning to show positive results. This applied especially to manufacturers showing fashionable novelty garments. Many firms were able to renew existing contacts and to establish useful new ones in EFTA and other non-Common Market countries.

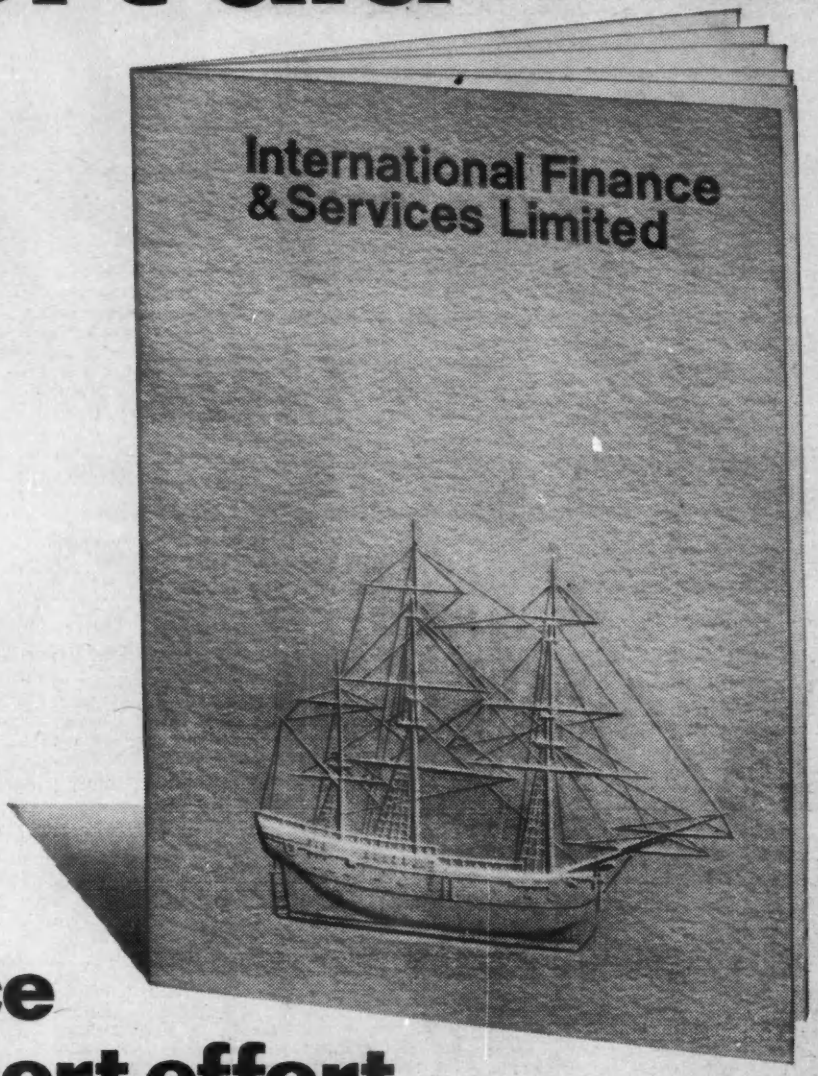
British group display at Sydney Mechanical and Materials Handling Exhibition

IN CONJUNCTION with the Board of Trade, the London Chamber of Commerce will sponsor and organize the British Group at the Mechanical and Materials Handling Exhibition in Sydney (July 8-12). This follows their sponsorship of the Sydney Trade Fair which was held in October last year. Once again exhibitors will benefit from the Board of Trade's offer of financial assistance which, under the usual joint venture terms, includes at least 150 sq. ft. of free stand space and basic stand construction, together with 50 per cent of the return air fare for two executives, in addition to financial assistance with the return freight of any unsold exhibits.

Although space is limited, at the time of going to press it was announced that a few additional exhibitors could be accommodated providing they indicate immediately their requirements to Mr. Sam Black, of the London Chamber of Commerce (Tel. 01-248 4444, Ext. 109).

The 1968 Mechanical and Materials Handling Exhibition is organized by Industrial and Trade Fairs Pty. Ltd., an associate company of Industrial and Trade Fairs Holdings Ltd.

Expert aid



to finance your export effort

IFS will give you cash on shipment for your export goods. So when selling abroad, you can offer credit with confidence to potential customers. This is real export aid—and from experts.
Credit to the export customer is provided by IFS without recourse to you.
SEND FOR OUR BOOKLET—it explains how IFS undertake all the work and negotiations involved, leaving you free to devote all your efforts to making—*and selling*—your goods.
Write or phone for a copy to:

INTERNATIONAL FINANCE AND SERVICES LIMITED

38 MINCING LANE LONDON EC3 TELEPHONE: 01-623 3020

A member of the UDT Group of Companies UK members of the AMSTEL CLUB

Overseas Trade and Exports

The French market for capital goods—a Paris Embassy survey of five industries

by Sir Frederick Everson, KCMG, Minister (Economic), HM Embassy, Paris.

THE COMMERCIAL DEPARTMENT of the British Embassy in Paris, with the help of the British Consulates-General in France, has recently carried out a survey of the market in France for plant and equipment for five industries – paper and board-making, printing, textiles, packaging and bottling, and food and drink processing.

This exercise was undertaken, after consultation with the Board of Trade, the Ministry of Technology and the Export Council for Europe, in order to try a new and concentrated method to the promotion of sales of British capital goods in France.

Manufacturers of capital goods already receive assistance from the Board of Trade and the Diplomatic Commercial Service. Exporters receive advice on the state of the market and are put in touch with potential agents or supplied with lists of potential customers. They are assisted, through joint ventures or separately, to participate in international exhibitions. The Embassy and Consulates-General are also frequently called upon to assist individual promotional efforts, such as in preparing a programme for a travelling road exhibition, or for demonstration visits to specific target areas, or in the preparation of invitation lists for lectures or film shows which are aimed at specialist audiences.

At the same time, an even greater effort has until now gone into the promotion of consumer goods with the object of getting quick results by means of British Weeks and Store Promotions. Over the longer term, however, it is recognized that substantial business is likely to be obtained from sales of industrial machinery, and a special effort has therefore been made to find new ways of increasing sales of capital goods. After examining several schemes it was decided to carry out a survey which called for visits to about 300 French firms, chosen because they were users, or potential users, of British equipment in the five selected industries.

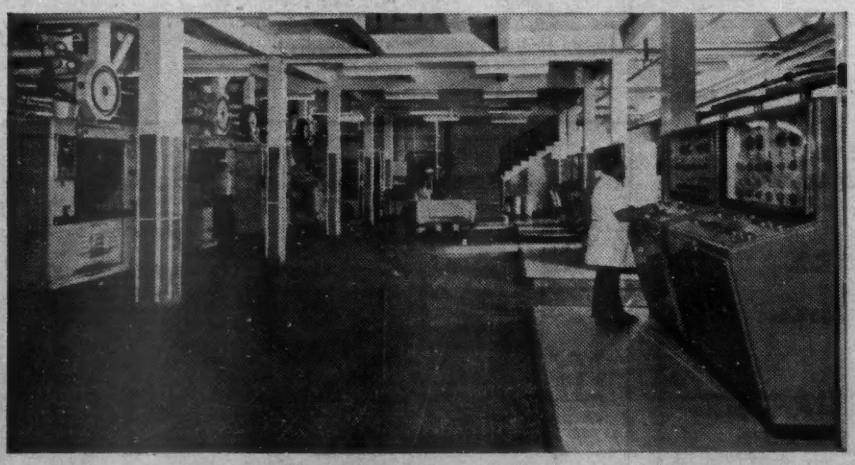
Visiting began towards the end of September 1967 and lasted until December. While this was proceeding, other inquiries were made through the subsidiaries and agents in France of a number of United Kingdom firms whose equipment fell within the scope of the investigation.

Five market surveys based on these inquiries have been prepared and are being made available at executive level by the Regional Offices of the Board of Trade to interested firms in each of the regions. A résumé of each of the surveys was published in a Special Supplement to the *Export Service Bulletin* on April 8, 1968.

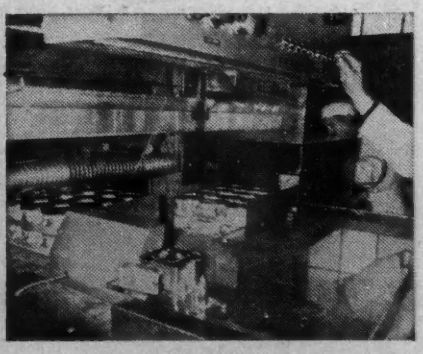
This investigation has revealed that Britain's share of the imports into France of the equipment in the industries covered by the surveys has increased substantially in recent years. What is more encouraging is that the visits have shown that there is still a considerable potential market in France for British exporters of capital goods to exploit. To sell this type of goods it is absolutely necessary to send French-speaking representatives to prospect the the market. This also means, among other things, a readiness to provide trade literature in French and an ability in some cases to adopt different methods and practices particularly aimed at the French market.

As the draft reports were being prepared the pound was de-

(Continued on next page)



BRITISH PLANT IN FRENCH FACTORIES



New automatic equipment installed in the Berlin biscuit factory at Chateau-Thierry by Baker Perkins Limited. The picture shows the main mixing room for biscuit doughs with automatic control for the distribution of raw materials to the mixers. Shrink packaging machines manufactured by Lerner Machine Company and installed in the Unisabi factory at Strasbourg for wrapping pet foods.

GENTRANSCO

now operating a direct

rail groupage service from

PARIS (La Chapelle)

to LONDON

ONE DEPARTURE WEEKLY
(to begin with)
TRANSIT TIME 3 DAYS

Unloading and clearance at:

GENTRANSCO No. 5
LONDON INTERNATIONAL FREIGHT TERMINAL,
STRATFORD, LONDON, E.15.

–from here we also have a well established rail service four times weekly *TO* PARIS (La Chapelle).

For rates and information on either service, please apply to:

COMMERCIAL DEPARTMENT,
GENTRANSCO SERVICES LTD.,
P.O. BOX 166, CENTRAL HOUSE, STRATFORD, LONDON, E.15.

OR

THE GENERAL TRANSPORT CO.
6 RUE MARTEL, PARIS (Xe)
Telephone: 770-99-29. Telex: 65764.

"This is an extract from the GENTRANSCO range of GROUPAGE SERVICES."

valued. After allowing for increased costs, devaluation makes British goods cheaper in France, and even goods which could not compete before may now be competitive. The common external tariff of the Common Market, which comes into force on July 1 this year, will generally mean a small reduction in present French customs rates on British products. Further and more substantial tariff reductions, generally 20 per cent of the duty, will also become effective on the same date as a result of the Kennedy Round negotiations and will benefit British manufactures.

This is an advantageous time for United Kingdom manufacturers of the types of plant and equipment concerned, and indeed others, to launch new sales campaigns in France. The Commercial staffs of the British Embassy in Paris and the Consulates-General would like to meet export executives to give them the benefit of their knowledge of the market before they tackle the customers. Exporters who would like to make appointments with British Commercial Officers in France for this purpose should do so by first contacting a Regional Office of the Board of Trade.

SALES TRAINING COURSE

As part of their drive to expand their European sales still further, James Neill & Co. (Sheffield) Ltd. have just held intensive product and sales training courses in France and Holland. The picture shows the delegates in Paris on a sales seminar devoted to 'Eclipse' permanent magnetic chucks and 'Eclipse' hacksaw blades and frames. The course was given in French, and full notes and aids were given to the participants in French to help them in their own lectures to their distributors' salesmen.

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

Courrier de Madagascar, Le. Circulation 15,000. Daily. Page size: 497 × 396 mm.; screen 65. Rates: Inside pages per s/c mm. (47 mm. wide). Per mm. 1.20 FM; printed by offset. Financial advertising 50% extra. Most important independent daily in the Island.
Information available from:

PUBLISHING & DISTRIBUTING CO. LTD.
177 REGENT STREET, W.1
Tel.: REGent 6534/5

TRADE AND FINANCIAL ARRANGEMENTS

Double taxation relief

THE BOARD OF INLAND REVENUE announce that two orders entitled The Non-Residents' Transitional Relief from Income Tax on Dividends (Extension of Period) Order, 1968 (which came into operation on April 6) and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order, 1968 (which came into operation on April 1, 1968) have been published as Statutory Instruments, 1968, No. 454 and No. 455.

The orders extend respectively the operations of Sections 31 and 32 of the Finance Act, 1966, in each case by a period of one year.

PORTUGAL

THE BOARD OF INLAND REVENUE announce that a double taxation convention between the United Kingdom and Portugal relating to taxes on income was signed in Lisbon on March 27, 1968. The text will be published shortly on a schedule to a draft order in Council.

Pakistan and the USSR

THE GOVERNMENTS of Pakistan and the USSR have recently entered into an agreement for the exchange of goods between the two countries. Lists of the commodities to be exchanged are reproduced below. This agreement will remain in force for a period of three years from January 1, 1968, but the schedules of commodities below are valid for 1968 only. Schedules for 1969 and 1970 will be issued later when they are agreed upon between the two countries.

Exports from Pakistan to the USSR

Raw cotton
Raw jute
Raw wool
Jute manufactures
Goat skins
Cotton textiles
Woollen yarn
Hosiery
Leather footwear
Citrus fruits
Men's shirts
Towels and sheets
Spectacle frames
Fruit juices
Cotton yarn
Other manufactured goods (including jute carpets, sports goods, medical instruments)

Exports from the USSR to Pakistan

Machinery, millwork and parts thereof (including road building and construction equipment, power and electrical equipment, hoisting and transport equipment, marine diesel engines, pumps and compressors, air conditioning equipment).
Tractors, agricultural machinery and parts thereof
Goods and workshop equipment and parts thereof
Bearings
Cross country vehicles
Pig iron
Rolled ferrous metals (billets, etc.)
Zinc
Sleepers
Asbestos fibre
Chemicals and dyestuffs
Fertilizer (urea)
ACSR conductors
Medical apparatus and instruments
Medicines
Scientific instruments (including measuring instruments)
Books

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

Czechoslovakia and Norway

A SUPPLEMENTARY protocol, covering the year 1968, to the three-year Trade and Payments Agreement (1966-1968) between Norway and Czechoslovakia was signed in Prague on February 6, 1968.

The protocol lists estimates of the level of trade hoped for in the more important commodities. Among goods listed for export from Czechoslovakia are machinery, cars, rolling mill products, coke, sugar, hops, malt, sports equipment and musical instruments. The Norwegian list includes fish and fish products, products of the chemical industry (such as butanol and detergents), products of the metallurgical industry, cellulose and paper.

A copy of the new protocol is available for examination in Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

Cyprus and Poland

A PROTOCOL signed in Nicosia on March 13, 1968, between the Governments of Cyprus and Poland provides for the exchange of goods during the period March 16, 1968, to March 15, 1969, under the terms of the Cyprus/Poland Trade Agreement of 1962. The protocol envisages trade between Cyprus and Poland to the value of £450,000 in each direction.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

Italy and Pakistan

THE ITALIAN Ministry of Foreign Trade announces that the Trade Agreement between Italy and Pakistan has been tacitly renewed for a further year to January 9, 1969. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Newspaper supplement on UK—South Africa trade

SOUTH AFRICA'S second largest newspaper, the *Cape Argus*, is planning a supplement, to be published on June 12, on trade between the United Kingdom and South Africa. Firms who would like to take advertising space in this supplement should write to the Advertising Manager, *Cape Argus*, Box 56, Cape Town, South Africa.

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

THE AFRICAN TRADE REVIEW

An international monthly journal published from Madrid in English and French covering all the African territories.
An ideal medium for reaching the new developing countries.
Type area: 75 × 290 mm.
Rates: Pg. £122.
Further details gladly supplied on application.

Publishing & Distributing Co. Ltd.
177, REGENT STREET, LONDON, W.1
Telephone: REGent 6534/5

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

(65/68) Enlargement of Power Station for Ministerio de Obras Publicas. May 28. E.S.B. 13997/68.

Servicios Electricos Del Gran Buenos Aires:

(66/68) Electrical Supplies; Tools. May 5. E.S.B. 14421/68.*

(66/68) Cables and Accessories. May 5. E.S.B. 14412/68.*

AUSTRALIA

(66/68) Wired Consoles for Department of Civil Aviation. (Further Information.) E.S.B. 10472/68.*

(68/68) Filling Machine for State Stores Board (Queensland). April 26. E.S.B. 14605/68.*

(68/68) Rectifier Equipment for Victorian Railways. (Further Information.) Tender documents now available. E.S.B. 13580/68.*

BELGIUM

(67/68) Contractor's Vehicles and Equipment for Headquarters Command. April 30. E.S.B. 14452/68.

(68/68) Tyres for SHAPE. April 30. E.S.B. 14485/68.*

BURMA

(68/68) Copper Wire for People's Electro-Mechanical Services. May 9. E.S.B. 14476/68.*

(68/68) Pumps for People's Oil Industry. May 15. E.S.B. 14487/68.*

(68/68) Pumps and Hydrants for State Timber Board. May 16. E.S.B. 14486/68.*

Union of Burma Railway:

(68/68) Ballast Cleaning Machine. May 7. E.S.B. 14472/68.*

(68/68) Taper Roller Bearings and Accessories. May 7. E.S.B. 14473/68.*

(68/68) Bearing Assemblies. May 7. E.S.B. 14474/68.*

(68/68) Communication Apparatus. May 7. E.S.B. 14475/68.*

CEYLON

(65/68) Pharmaceuticals for Department of Health. May 7. E.S.B. 14080/68.*

(65/68) Drill Steels; Air Hoses for River Valley Development Board. May 8. E.S.B. 13996/68.

(66/68) Automatic Telephone Exchange for State Engineering Corporation. May 22. E.S.B. 14414/68.

COLOMBIA

(69/68) Aero Communications; Radio Beacons for Empresa Colombiana de Aerodromos. (Further Information.) Tender documents now available. E.S.B. 13577/68.*

(68/68) Pumping Sets for Instituto Colombiano de la Reform Agraria. May 31. E.S.B. 14497/68.

CONGO, DEMOCRATIC REPUBLIC OF

(69/68) Pharmaceutical Products for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 13599/68.*

COSTA RICA

(68/68) Surgical Equipment for Departmento de Approvisionamento de la Caja Costarricense de Seguro Social. April 30. E.S.B. 14606/68.*

ETHIOPIA

(69/68) Transmission Lines for Ethiopian Electric Light and Power Authority. May 22. E.S.B. 14652/68.*

FORMOSA

Central Trust of China:

(67/68) Vehicles; Transmission Line Equipment. April 30. E.S.B. 14438/68.*

(66/68) Diesel Car Bogie Truck. April 26. E.S.B. 14498/68.*

(68/68) Flow Meter. April 24. E.S.B. 14499/68.*

(68/68) Steel Tyres. April 26. E.S.B. 14500/68.*

(68/68) Disconnecting Switch. April 26. E.S.B. 14609/68.*

(68/68) Air Break Switches. April 29. E.S.B. 14610/68.*

(69/68) Carrier Terminal Equipment. April 24. E.S.B. 14621/68.*

(69/68) Needle Valves; Pressure Gauges; Thermometers. May 1. E.S.B. 14620/68.*

(69/68) Storage Batteries. May 1. E.S.B. 14631/68.*

(69/68) Dimethyl Amine. April 29. E.S.B. 14624/68.*

(69/68) Transformers. April 27. E.S.B. 14608/68.*

(69/68) Teletype Maintenance Materials. April 29. E.S.B. 14614/68.*

(69/68) Fire Fighting Equipment. May 3. E.S.B. 14615/68.*

(69/68) Dump Trucks. May 2. E.S.B. 14616/68.*

(69/68) Telephone Line Equipment. May 2. E.S.B. 14617/68.*

(69/68) Locomotives. April 29. E.S.B. 14618/68.*

(69/68) Pumps. April 30. E.S.B. 14625/68.*

(69/68) Electrical Equipment. May 1. E.S.B. 14629/68.*

(69/68) Portable Corrosometer. May 2. E.S.B. 14630/68.*

(69/68) Flooring Kit and Primer Sealer. April 30. E.S.B 14626/68.*

(69/68) Cable. April 30. E.S.B. 14622/68.*

FRANCE

(69/68) Water Treatment Equipment for L'Ingenieur Des Ponts et Chaussees Arondissement Operationnel du Ministere de l'Equipment. (Pre-qualification.) April 12. E.S.B. 14632/68.

GREECE

(68/68) Sorting and Parking Plnats for Agricultural Bank of Greece. April 24. E.S.B. 14466/68.*

Institute of Social Insurance:

(68/68) Ophthalmological Equipment. May 15. E.S.B. 14465/68.*

(68/68) Surgical Instruments. May 23. E.S.B. 14468/68.*

(68/68) Pharmaceutical, Microbiological and Chemical Substances. May 15. E.S.B. 14470/68.*

Ministry of Commerce:

(68/68) Laboratory Equipment. May 3. E.S.B. 14471/68.*

(68/68) Insecticide. April 29. E.S.B. 14467/68.*

HONG KONG

Government Stores Department:

(68/68) Cast Iron Valves. May 3. E.S.B. 14464/68.*

(68/68) Pipe and Fittings. May 3. E.S.B. 14490/68.*

(68/68) Pipes and Pipe Fittings. May 10. E.S.B. 14463/68.*

INDIA

(67/68) Transformers for Assam State Electricity Board: May 30. E.S.B. 14071/68.

Bhabha Atomic Research Centre:

(66/68) Hose. April 29. E.S.B. 14100/68.

(66/68) Diaphragm Valves. April 30. E.S.B. 14402/68.

(66/68) Testing Apparatus. April 25. E.S.B. 14095/68.

(66/68) Heating Elements. April 26. E.S.B. 14096/68 and 14097/68.

(66/68) Air Line Filters. April 29. E.S.B. 14099/68.

(66/68) Agitators. April 30. E.S.B. 14401/68.

(66/68) HV Power Supply Unit. (Further Information.) Tender documents now available. E.S.B. 12318/68.*

Bharat Heavy Electricals Ltd.:

(66/68) April 25. E.S.B. 14407/68.

(65/68) Fire Extinguishing Equipment. (Further Information.) A limited number of sets of tender documents now available. E.S.B. 14407/68.*

(67/68) Civil Engineering Works for Bokaro Steel Ltd. (Further Information.) Requirements will be obtained from indigenous sources. E.S.B. 10179/68.

(67/68) Route Indicator Arms for Controller of Stores, Railway Electrification. May 13. E.S.B. 14436/68.

(69/68) Wheel Lathes for Director General of Supplies and Disposals. (Further Information.) E.S.B. 11917/68.

(67/68) Penstock Rupture Protection Device for Electrical Projects. (Further Information.) Tender documents now available. E.S.B. 11951/68.

(65/68) Capacitor Tissue Paper for Heavy Electrical (India) Ltd. Closing date has been postponed to April 22, 1968. E.S.B. 8792/68.*

(68/68) Generating Set for Hindustan Aeronautics Ltd. April 29. E.S.B. 14495/68.

(65/68) Insulating Paper for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 12352/68.

(67/68) Torsion Bar Testing and Resetting Machine for Indian Supply Mission. May 20. E.S.B. 14454/68.

(68/68) Transformers for Madhya Pradesh Electricity Board. April 30. Tender documents now available. E.S.B. 14494/68.

(67/68) Ball Bearings for Mining and Allied Machinery Corporation Ltd. April 25. E.S.B. 14416/68.

(65/68) Carburizing Steel for National Coal Development Corporation Ltd. April 25. E.S.B. 14010/68.

(67/68) Overhead Travelling Crane for Orissa State Electricity Board. April 24. E.S.B. 14413/68.

(67/68) Railway Signalling Works for South Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 13171/68.*

IRAQ

(67/68) Construction of Television Transmitting Building for Ministry of Culture and Guidance. May 9. E.S.B. 14450/68.

(67/68) Construction of Maternity Hospital for Ministry of Health. April 30. E.S.B. 14432/68.

Ministry of Municipalities and Works:

(65/68) Pumping Equipment. April 25. E.S.B. 14002/68.

(67/68) Construction of Water Supply Scheme. June 4. E.S.B. 14451/68.

(67/68) Construction of Roadway for Ministry of Transport. May 4. E.S.B. 14447/68.

IRISH REPUBLIC

(65/68) Boiler Plant for Cavan-Monaghan Mental Health Board. May 1. E.S.B. 14053/68.

JORDAN

(65/68) Chlorine Gas for Amman Municipality. Closing date not stated. E.S.B. 14011/68.

KENYA

(65/68) Low Loader for Nairobi City Council. April 29. E.S.B. 14085/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

KUWAIT

Kuwait Oil Co. Ltd.:
(68/68) Rope. April 28. E.S.B. 14458/68.*
(68/68) Pipe Fittings. April 28. E.S.B. 14460/68.*
(66/68) Timber. April 28. E.S.B. 14462/68.*

LIBYA

(65/68) Chain Link Fencing for University of Libya. (Advance Information.) E.S.B. 14082/68.

MALTA

Treasury:
(65/68) Disinfectant. May 2. E.S.B. 14083/68.*
(65/68) Antibiotics. May 2. E.S.B. 14084/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(65/68) Helmets. April 24. E.S.B. 14058/68.
(65/68) Tyres and Tubes. April 29. E.S.B. 14059/68.
(65/68) Workshop Equipment Spare Parts. April 30. E.S.B. 14060/68 and 14063/68.
(65/68) Workshop Equipment. April 26. E.S.B. 14061/68.
(65/68) Soil Testing Equipment for Soil Testing Laboratory. May 18. E.S.B. 14072/68.

NEW ZEALAND

(66/68) Circuit Breakers for Central Waikato Electric Power Board. May 10. Tender documents now available. E.S.B. 14410/68.*
General Post Office:
(68/68) Lamps. May 6. E.S.B. 14493/68.*
(67/68) Wire. May 3. E.S.B. 14453/68.*
(68/68) Radio Test Instruments. May 20. E.S.B. 14491/68.*
New Zealand Broadcasting Corporation:
(69/68) Microwave Propagation Testing Equipment. May 31. E.S.B. 14611/68.*
(69/68) Television Relay Equipment. May 31. E.S.B. 14612/68.*

PAKISTAN

Government of East Pakistan Food:
(68/68) Salt Crushing Plant. April 25. E.S.B. 14483/68.*
(68/68) Chemicals. May 23. E.S.B. 14479/68.*
(68/68) Pest Infestation Control Equipment. May 25. E.S.B. 14480/68.
(68/68) Vehicles. May 27. E.S.B. 14481/68.
West Pakistan Railway Board:
(68/68) Oil Filtration Plant; Lifting Jacks; Battery Charger; Crane. (Further Information.) Tender documents now available. E.S.B. 13146/68.*
(65/68) Steel Billets. May 15. E.S.B. 14077/68.*

SINGAPORE, REPUBLIC OF

Ministry of Interior and Defence:
(68/68) VHF Communication Equipment. May 10. E.S.B. 14488/68.*
(68/68) Language Laboratory Equipment. April 29. E.S.B. 14489/68.*
(67/68) Sluice Valves for Public Utilities Board. April 30. E.S.B. 14440/68.*
(68/68) Instrumentation and Control Equipment for Singapore Polytechnic. April 27. E.S.B. 14604/68.*
(67/68) Transmitter for Telecommunications Department. April 30. E.S.B. 14439/68.*

SOUTH AFRICA

(66/68) Laboratory Apparatus for Cape Provincial Tender Board. April 26. E.S.B. 14089/68.*

SPAIN

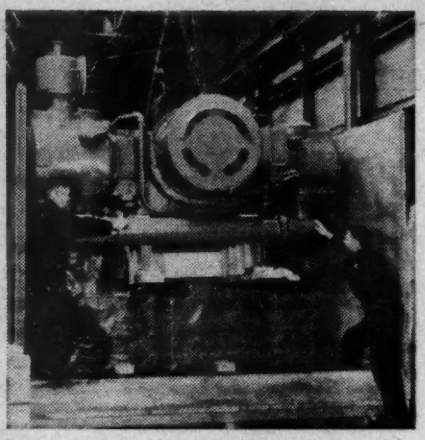
(68/68) Construction of Oil Refinery for Ministry of Public Works. July 27. E.S.B. 14615/68.

SUDAN

(69/68) Crane for MISR Concrete Development Company. April 30. E.S.B. 14899/68.*

SWITZERLAND

(68/68) Construction of Road Tunnels for Service Federal des Routes et des Digues. (Pre-qualification Information.) Closing date September 30. E.S.B. 14477/68.*



The last in an order for five Alley air compressors about to be crated for despatch to Auckland, New Zealand, from the Cathcart, Glasgow, factory of Alley Compressors Ltd., a member of the Engineering Division of the 12,000-strong Weir Group. All five compressors were built and despatched in only eight weeks from the award of the contract by the New Zealand Ministry of Works. The contract, obtained against strong local competition, was valued at £20,000.

SYRIAN ARAB REPUBLIC

Northern Zone Electricity Directorate:
(65/68) Iron. May 8. E.S.B. 13981/68.
(65/68) Electric Bulbs. April 30. E.S.B. 13979/68.
(65/68) Oil Valves for Public Administration of Petroleum. May 1. E.S.B. 13980/68.

THAILAND

(66/68) Lightning Arresters for Metropolitan Electricity Authority. May 15. E.S.B. 14040/68.*
Provincial Electricity Authority:
(67/68) Cable. April 26. E.S.B. 14420/68.
(67/68) Clamps. April 30. E.S.B. 14421/68.
State Railway of Thailand:
(65/68) Wheel and Axle Sets. May 20. E.S.B. 14019/68.
(67/68) Pumps. April 25. E.S.B. 14422/68.
(67/68) Electrical Conduits and Fittings. May 8. E.S.B. 14430/68.*
(67/68) Rolling Sleeves. April 25. E.S.B. 14424/68.
Telephone Organization of Thailand:
(65/68) Telephone Exchange Accessories and Spare Parts. April 25. E.S.B. 14014/68.
(65/68) Telephone Accessories and Spare Parts. April 26. E.S.B. 14015/68.

TUNISIA

Le Secretariat d'Etat Aux Travaux Publics et a L'Habitat:
(68/68) Construction of Sports Grounds. May 15. E.S.B. 14601/68.*
(68/68) Construction of Sports Grounds. May 6. E.S.B. 14602/68.*

TURKEY

Turkiye Demir ve Celik Isletmeleri:
(67/68) Loaders. April 26. E.S.B. 14443/68.*
(67/68) Wagon Drills. April 30. E.S.B. 14444/68.*

UNITED STATES OF AMERICA

(68/68) Transformers for Bonneville Power Administration. April 24. E.S.B. 14478/68.*
(67/68) Diesel Engines for Corps of Engineers. May 7. E.S.B. 14455/68.*
(66/68) Tunnel Intake Equipment for Sacramento Municipal Utility District. May 8. E.S.B. 14045/68.*

URUGUAY

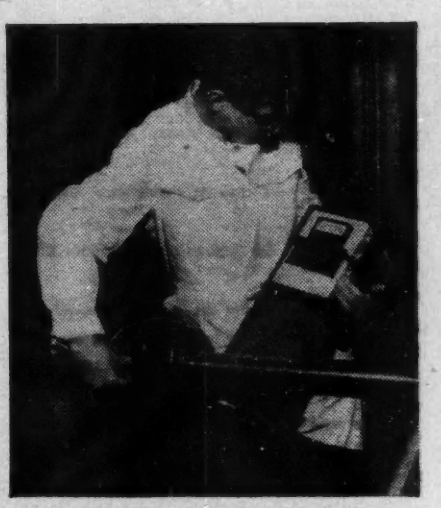
(66/68) Pharmaceuticals for Ministry of Public Health. May 8. E.S.B. 14090/68.*
State Electricity and Telephone Board:
(66/68) Cables. First call May 17, second call May 24. E.S.B. 14091/68.*
(66/68) Cables. First call May 16, second call May 23. E.S.B. 14552/68.*
(66/68) Tin; Solder. First call May 28, second call June 4. E.S.B. 14092/68.*

VENEZUELA

(65/68) Pumping Equipment and Accessories for Instituto Nacional de Obras Sanitarias. April 26. E.S.B. 14078/68.

VIETNAM

(69/68) Textile Weaving Plant for Industrial Development Centre. (Further Information.) Closing date postponed to June 15. E.S.B. 3743/68.



A technician operating a prototype of an instrument to detect invisible surface cracks in iron and steel, which was developed recently by the Admiralty Materials Laboratory at Poole. The crack detector – claimed to be versatile, simple, inexpensive and faster than other equipment – can be used over paint, rust, dirt and even with its probe under water. Its licensees are Inertia Switch Ltd., Camberley, Surrey, and DEB Electronics Ltd., St. Albans.

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: EAST 5632/5
Telex: No. 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH ESTABLISHED 1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(65/68) Agency inquiry for uniforms. E.S.B. 13845/68.
(67/68) Agency inquiry for furnishing fabrics; synthetic and cotton piece-goods. E.S.B. 13604/65.
(66/68) Inquiry for aerosol filling batching machine. E.S.B. 13833/68.
(66/68) Manufacture under licence – insect killers. E.S.B. 2332/68.
(68/68) Inquiry for engineering products; mining equipment. E.S.B. 5908/68.

Barbados
(68/68) Inquiry for advertising matches; communication system; kitchen equipment; linen; paper napkins and coasters; pillows; stacking chairs; uniforms. E.S.B. 13887/68.

Bolivia
(68/68) Inquiry for cameras; photographic equipment. E.S.B. 14268/68.

Brazil
(66/68) Inquiry for orthopaedic equipment. E.S.B. 8349/68.

Canada
(68/68) Agency inquiry for foodstuffs; supermarket goods. E.S.B. 13805/68.
(65/68) Inquiry for continuous hinges; louvre core. E.S.B. 14164/68.
(66/68) Inquiry for stainless steel sheets. E.S.B. 13846/68.
(67/68) Inquiry for horticultural equipment. E.S.B. 14701/68.
(67/68) Inquiry for lamps; metal rods. E.S.B. 13844/68.
(67/68) Inquiry for pharmaceuticals. E.S.B. 11837/58.
(68/68) Inquiry for blankets; camping equipment; footwear; gloves; knitwear; lingerie and underwear; piece-goods; rainwear; socks; sporting goods; toys. E.S.B. 14260/68.
(68/68) Inquiry for chemicals. E.S.B. 29109/67.
(68/68) Inquiry for electric fires. E.S.B. 14795/68.
(68/68) Inquiry for polyethylene resin material; steel; steel tubing. E.S.B. 11820/68.
(68/68) Inquiry for saw blades. E.S.B. 14578/68.

Canary Islands
(66/68) Inquiry for fancy goods; foodstuffs; hotel glassware; jewellery hotel silverware; perfumes and perfumery products; toys. E.S.B. 13794/68.

Ceylon
(69/68) Agency inquiry for cables; circuit breakers; motors; transformers. E.S.B. 14574/68.
(68/68) Inquiry for belting machinery. E.S.B. 14384/68.

Chile
(68/68) Inquiry for pumps and jacks. E.S.B. 9095/68.

Colombia
(66/68) Inquiry for chemical plant; fertilizer plant – further information. E.S.B. 44329/67.

Denmark
(66/68) Agency inquiry for fillers; food industry machines; metals; oil seals; reclaimed and synthetic rubber; rubber anti-vibration mountings; springs; valves and cocks. E.S.B. 10830/68.

Dominican Republic
(68/68) Agency inquiry for galvanized water pipes. E.S.B. 14186/68.

Fiji
(68/68) Agency inquiry for groundnut oil; rug wool; shoes. E.S.B. 13809/68.

Finland
(65/68) Agency inquiry for neon sign materials and equipment. E.S.B. 13658/68.
(66/68) Agency inquiry for yarn. E.S.B. 13869/68.

France
(65/68) Agency inquiry for hospital and medical equipment. E.S.B. 14136/68.
(68/68) Agency inquiry for shoe leather. E.S.B. 14777/68.
(65/68) Inquiry for cotton and nylon piece-goods. E.S.B. 14180/68.
(66/68) Inquiry for aluminium discs; carbon sticks. E.S.B. 14163/68.
(67/68) Inquiry for textile cutting and sewing machinery. E.S.B 45596/67.
(68/68) Inquiry for brass locks. E.S.B. 15007/68.

Germany, Federal Republic of
(65/68) Agency inquiry for insulating materials; plastic building accessories. E.S.B. 13039/68.
(68/68) Agency inquiry for punch card system equipment; automobile spare parts. E.S.B. 13327/68.
(69/68) Agency inquiry for foundry equipment; iron and steel products; rolling mill equipment. E.S.B. 14331/68.
(67/68) Inquiry for axles; metal rollers. E.S.B. 13882/68.
(67/68) Inquiry for hose; rubber plate; V-belting. E.S.B. 14299/68
(68/68) Inquiry for shellfish. E.S.B. 14792/68.
(68/68) Inquiry for zinc sheets. E.S.B. 14877/68.

Greece
(65/68) Agency inquiry for standard keyboard. E.S.B. 13838/68
(67/68) Agency inquiry for bath tubs; blankets; brushes; confectionery; cotton and synthetic fabrics; lead oxide; margarine and vegetable oil; paints and mineral colours; worsted and woollen fabrics. E.S.B. 7897/68.

Guyana
(65/68) Inquiry for planing machine. E.S.B. 14187/68.

Hong Kong
(65/68) Inquiry for fashion wear; footwear; glassware; menswear; toiletries; toys. E.S.B. 12152/68.

India
(67/68) Inquiry for chain. E.S.B. 36605/67.

Irish Republic
(65/68) Agency inquiry for catering equipment. E.S.B. 13609/68.
(65/68) Agency inquiry for clothing; suitings. E.S.B. 13659/68.
(65/68) Agency inquiry for printer's chases. E.S.B. 11825/68.

Israel
(69/68) Agency inquiry for electric tools; hand tools. E.S.B. 7095/68.

Italy
(66/68) Agency inquiry for aircraft industry instruments and machinery and equipment; machine tool parts; steel foundry ancillary equipment; steel surface treatment machinery; workshop precision measuring instruments. E.S.B. 14216/68.
(66/68) Agency inquiry for paper film and foil converters; paper mill laboratory apparatus; paper mill machinery. E.S.B. 13328/68.
(67/68) Agency inquiry for neon advertising signs; stamping machine. E.S.B. 9742/68.
(68/68) Agency inquiry for agricultural machinery; generators; precision grinding machinery. E.S.B. 14165/68.
(68/68) Agency inquiry for oil burners. E.S.B. 14563/68.
(69/68) Agency inquiry for camping and picnic requisites; electric domestic appliances; giftware; glassware; holloware; kitchen utensils and cleaning materials; pottery; trays and table mats; trolleys. E.S.B. 12824/68.
(65/68) Inquiry for food service trolleys; sanded wood. E.S.B. 13829/68.
(68/68) Manufacture under licence – engineering plant and equipment. E.S.B. 14721/68.

Jamaica
(66/68) Inquiry for shoe materials. E.S.B. 14381/68.

Jordan
(65/68) Agency inquiry for cables; geophysical instruments. E.S.B. 801/68.

Kenya
(68/68) Inquiry for aerials; fans; heaters; household electrical appliances and accessories; inter-coms; radios and radiograms; record players; tape recorders and tapes. E.S.B. 15003/68.

Kuwait
(66/68) Inquiry for building materials. E.S.B. 13821/68.

Lebanon
(67/68) Agency inquiry for office machinery and equipment; stationery. E.S.B. 13678/68.

Luxembourg
(66/68) Inquiry for prefabricated buildings. E.S.B. 14130/68.

Malawi
(68/68) Inquiry for plastic bottle crates. E.S.B. 14295/68.

Morocco
(68/68) Inquiry for baby goods; handkerchiefs; hosiery; ties. E.S.B. 14752/68.

Netherlands Antilles
(66/68) Inquiry for office machinery and equipment. E.S.B. 8672/68.

Norway
(68/68) Agency for womens' coats. E.S.B. 14388/68.
(67/68) Inquiry for gulleys; junctions; pipes; troughs. E.S.B. 19183/67.

Pakistan
(65/68) Inquiry for diesel engine camshafts. E.S.B. 13889/68.

Philippines, Republic of
(67/68) Inquiry for scientific equipment. E.S.B. 13604/68.

Poland
(65/68) Inquiry for tinned fruit; tinned fruit juice; whisky. E.S.B. 14161/68.

South Africa
(67/68) Agency inquiry for curtain and door rail. E.S.B. 14232/68.
(67/68) Agency inquiry for medical and surgical items; surgical instruments. E.S.B. 10796/68.
(67/68) Inquiry for chemicals; sight glasses. E.S.B. 12992/68.

Spain
(68/68) Manufacture under licence – steel containers. E.S.B. 14573/68.

Sweden
(65/68) Agency inquiry for clothing; textile goods. E.S.B. 13425/68.
(65/68) Agency inquiry for woollen suitings. E.S.B. 13814/68.
(68/68) Agency inquiry for lock nuts. E.S.B. 14776/68.
(66/68) Inquiry for lifts. E.S.B. 14144/68.
(67/68) Accommodation for visiting businessmen E.S.B. 14386/68.

Switzerland
(68/68) Agency inquiry for leathers; shoe materials and accessories. E.S.B. 14506/68.
(66/68) Inquiry for children's coats; dresses; knitwear. E.S.B. 13444/68.
(68/68) Inquiry for incineration and composting plant. E.S.B. 14101/68.
(68/68) Inquiry for vehicle repair and maintenance equipment; welding transformer. E.S.B. 14433/68.

Tunisia
(69/68) Inquiry for crystallized soda; zinc ingots. E.S.B. 15015/68.

Tunisia/USSR
(67/68) Trade Agreement. E.S.B. 1209/G.

Turkey
(65/68) Inquiry for aluminium sections manufacturing plant; electro-plating and cutting plant. E.S.B. 11065/68.
(68/68) Inquiry for tea picking machinery. E.S.B. 13735/68.

United States of America
(67/68) Agency inquiry for jewellery; silver speciality items. E.S.B. 14376/68.
(68/68) Agency inquiry for thread rolling machines. E.S.B. 14190/68.
(65/68) Inquiry for paper splicing machine. E.S.B. 14178/68.
(66/68) Inquiry for hand crafts. E.S.B. 11860/68.
(66/68) Inquiry for pipes and pipe fittings; plumbing equipment; steel products; valves; tubing. E.S.B. 13834/68.
(67/68) Inquiry for agricultural and industrial chemicals. E.S.B. 13770/68.
(67/68) Inquiry for copper tubing; gas refrigerants. E.S.B. 14599/68.
(67/68) Inquiry for gas pipeline and distribution equipment. E.S.B. 11657/68.
(67/68) Inquiry for galvanized steel sheet. E.S.B. 14725/68.
(67/68) Inquiry for store display equipment and accessories. E.S.B. 14556/68.
(68/68) Inquiry for air cooled diesel engines. E.S.B. 14589/68.
(68/68) Inquiry for giftware; sports goods and equipment; sportswear. E.S.B. 13896/68.
(69/68) Inquiry for incinerator. E.S.B. 14287/67.

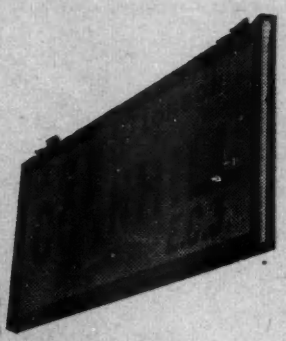
Venezuela
(68/68) Agency inquiry for tubing fittings. E.S.B. 14277/68.

Yemen
(66/68) Inquiry for contractors plant; electrical plant; pumps; refrigeration equipment; telephone equipment. E.S.B. 13801/68.

Yugoslavia
(65/68) Inquiry for auto-diesel cranes. E.S.B. 14245/68.

Zambia
(67/68) Inquiry for equipment for engineering faculty. E.S.B. 13687/65.

† For further details of the 'Export Service Bulletin' see page 1176.



Bear right for the Outback, Snowy mountains, Northern Territory, and the Gibson Desert.

Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in Australia.

Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Sydney or chatting to a few citizens of 'The Alice'.

If you find prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of ground work. And you won't waste your first week out there asking the questions we could have answered in London.

Of course, your questions may not be about the length of an oil drilling lease, or the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Brisbane. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available *free*.

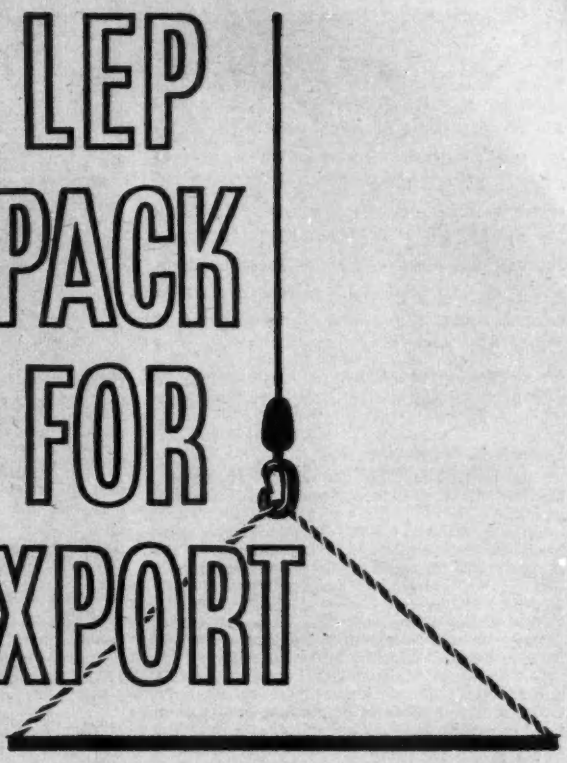
Talk to the *locals*, A.N.Z. Bank in London.

A.N.Z. Bank

Australia and New Zealand Bank Limited
Head Office: 71 Cornhill, London, E.C.3.
Telephone: 01-283 1281
Over 1,100 branches and agencies

Other London branches at:
20 Grafton Street, W.1. 01-493 8791
15 Great Cumberland Place, W.1. 01-723 4271
263 Strand, W.C.2. 01-405 3688

LEP PACK FOR EXPORT



The protection of valuable goods in transit cannot be left to chance—that is why so many exporters leave the packing and protection of their goods to Lep.

Lep have over 50 years experience of export packing, and the knowledge gained during this time of transit conditions throughout the world combined with the use of modern methods and techniques ensures that all kinds of industrial products and equipment reach their overseas destination in first-class condition.

Lep

LEP PACKING LTD

CORNEY RD., CHISWICK, LONDON W4. Tel: 01-995 1300

Packing Depots at: Birmingham, Bradford, Bristol, Glasgow (East Kilbride), Goole, Hull, Leicester, London, Manchester, Newcastle, Northampton, Nottingham, Sheffield, Stoke-on-Trent.

A MEMBER OF THE LEP GROUP OF COMPANIES ENGAGED IN INTERNATIONAL TRANSPORT AND ALLIED SERVICES THROUGHOUT THE WORLD.

Export Tours

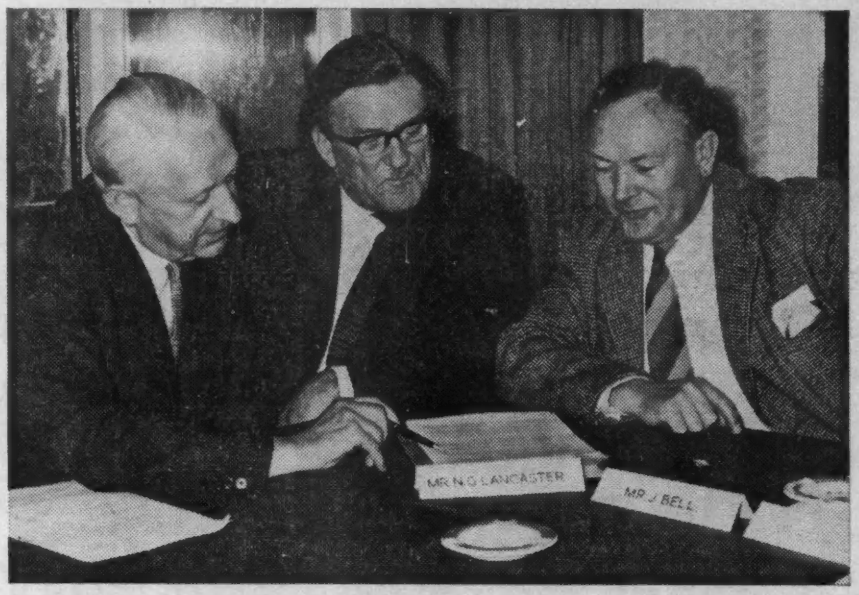
Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 1109 of April 5 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Exports to North America

IN the past three years the sales of Hoffmann bearings to the United States has increased sixfold.

To consolidate existing sales gains and promote further expansion Mr. Owen Pryke, general sales manager (Overseas) of Hoffmann will be visiting North America from May 7 to June 7. This will be his second trip to the United States within the last 18 months and Mr. Pryke will be visiting distributors in the New York area during his sales tour.

Mr. Pryke will also visit Hoffmann's distributor in Canada – Lyman Tube and Supply Co. Ltd – and users of Hoffmann bearings in the Montreal and Toronto areas. Lyman Tube and Supply Co. Ltd., have been Hoffmann's main distributor in Canada since 1921.



Fifty directors of the Wolseley-Hughes Group of companies met at Malvern recently to discuss their plans for increasing exports. The picture shows Mr. W. B. Lane (left), who has just returned from South Africa, outlining his plans for a trip to Leningrad to Mr. N. G. Lancaster, chairman, Wolseley-Hughes Group (centre), and Mr. John Bell, works director, Wolseley Engineering Limited (right). The Wolseley-Hughes Group of companies have increased their exports by 11½ per cent in the first four months of the current financial year.

New export agreements

PIRELLI sales director Mr. John Davies flew into Perth from the United Kingdom on April 2 to sign new franchise agreements with Australian tyre distributors during a three-week export sales boost tour. The contracts concern the distribution of Pirelli Cinturatos throughout Australia where the British-made cover is the top-selling textile radial ply tyre.

The sales chief will also have policy discussions with Mr. Michael Palmer, resident executive director of the newly set-up Pirelli Australia Pty. Limited, a marketing organization handling all Pirelli's United Kingdom made products. Mr. Palmer directly controls the company's Australasian-based sales force.

Mr. Davies will visit major Australian industrialists as well as distributors of Pirelli tyres, resilient webbing – a flat rubber sandwiched textile spring – and footwear.

Worthwhile Journey

HARTLEY ELECTROMOTIVES LIMITED, electrical, electronic and mechanical engineers, Shrewsbury, London and Edinburgh, (Hartley Crosland Group), are now pushing forward plans for further development of their export markets in Italy and Australia for their Tape-Riter Remote Control Dictation Systems. They have also opened marketing discussions in the United States. Hartley were world pioneers of this modern business method of producing essential paperwork and of the equipment to operate it.

Mr. R. E. Frye, Tape-Riter Division general sales manager in London, who recently returned from a round trip, visiting Italy and the United States en route to and from Australia, said: 'My journey proved very worthwhile. We are now examining the information and knowledge gained so as to plan the next steps. I am very hopeful of the prospects.'

Mr. Frye's visit to the United States was arranged in conjunction with the Board of Trade.

His primary purpose was to form and establish the new Australian subsidiary in Sydney which on March 1 took over from the former sales/service agents with the object of achieving full manufacture of Tape-Riter Systems and equipment within three years.

In Italy Mr. Frye spent some days in Rome in discussions with the agents, Filc Radio Elettronica, and in Chicago he had discussions with Messrs. A. T. Kerney and Partners, management consultants, concerning the marketing and future of Tape-Riter in the United States. Hartley are now following up on the knowledge gained.

India wants British glass

THERE are good prospects for sales of British chemical glassware in India, according to Q.V.F. Ltd., chemical engineers, of Stoke-on-Trent.

Mr. P. P. Jaram, managing director, said that, in general, the Indian chemical and allied industries appeared to be enjoying a period of boom, and this could provide the firm with 'substantial orders later in the year'.

The firm's senior chemical engineer, Ken Molineux, returned recently from a three-weeks' tour of India. Accompanied by Mr. Edwin Kaes, of the export department, Mr. Molineux made a total of 57 custom visits during the three weeks in Calcutta. Sindri, Durgapur, Madras, Trivandrum, Cochin, Hyderabad, Bombay, Ahmedabad and Baroda.

40,000 mile sales tour in 30 days

MR. J. F. HALL-CRAGGS, managing director of Plenty International Limited, the international marketing organization for the Plenty Group of Companies, has recently completed a 40,000 mile business trip to launch a £1,000,000 export drive for the sale of pumps, mixers, filters and fluid handling equipment manufactured by the Plenty Group.

Mr. Hall-Craggs visited South Africa, Australia, New Zealand, Singapore, Bangkok, Tokyo, India and Pakistan in a round trip of 30 days, which involved meetings and discussions with Plenty agents and distributors. On his return Mr. Hall-Craggs said that he found all Plenty agents he visited were confident about the outcome of the export drive. He was very impressed with the enthusiasm shown towards recent Plenty technical developments and already some of the agents have committed themselves to intensive sales promotion programmes. After his return to the United Kingdom it was announced that Plenty Mixer and Filter Department managers will now be leaving for Japan and Australia later this month, as part of the sales and technical assistance programme which is to be intensified to meet the £1,000,000 export sales target.

Focusing attention on the western marketing areas, Plenty Group chairman and managing director, Mr. G. T. Shoosmith has just returned from a business tour of South America, and later this month he will be host to all European agents at a major sales conference to be held at the main Plenty offices and manufacturing plant at Newbury, Berkshire. Total Plenty exports are currently running at the rate of £700,000 per annum, involving the sale of pumps, mixers, filters and fluid handling plant to 71 different countries.

A recent visitor to the Great Yeldham factory of Whitlock Bros. Ltd., was Mr. Ken Coles, managing director of Ken Coles (Pty) Ltd., of Sydney, New South Wales. During his visit Mr. Coles signed an agreement with Whitlock Bros. whereby his company became main Australian distributors for the Whitlock range of excavators. Prior to his appointment Mr. Coles operated a plant hire fleet of 30 excavators in Sydney, but he is now disbanding this side of the company and concentrating on sales. The picture shows Mr. Ken Coles looking on while Mr. A. F. Humphreys, managing director of Whitlock Bros. Ltd., puts his signature to the agreement.

African tour

MR. A. A. BROOKS, export manager of Dylon International Limited, left on April 6 for a five-week tour of Israel and East, West and South Africa. Dylon are the largest exporters of home dyes in the world and are selling their dyes and household products in over 80 countries, so that in most markets Mr. Brooks will be calling on well-established agents. Elsewhere he will be meeting potential importers and distributors selected with the assistance of the local commercial officers.

Dylon dyes and household whiteners, as well as being exported direct from the Sydenham factory, are locally manufactured or packed by associated companies, subsidiaries or licensees in Denmark, France, Italy, Belgium, Spain, Holland, Iceland, New Zealand and Turkey. Frequent overseas visits by senior executives have played a major part in building up the company's world share of this specialized and competitive field.

Eastern European success

ORDERS for interchangeable laboratory glassware and scientific instruments valued at £23,000 have been received by Quickfit & Quartz Ltd., of Stone, Staffs., following a recent tour of Eastern Europe by Mr. W. H. Zuber, director and marketing executive, and Mr. H. Pokora, recently appointed sales manager for the area.

Mr. Zuber said that he believed that continued efforts proposed in Eastern Europe by the company would result in 'a substantial growth in export sales'.

Devaluation aids North American tour

MR. BRIAN ANDERTON, an export manager with Storeys of Lancaster, the manufacturers of vinyl sheeting, has completed a five-week business tour of the United States and Canada in which he travelled over 12,000 miles. His reactions to the trip are that the company's products already being exported to North America are now well established and that the prospects for a further expansion in the exporting of Storey's materials are excellent.

One of the most important early outcomes of Mr. Anderton's visit is that, taking advantage of price benefit arising from devaluation, he has been able to organize a nationwide distribution system for Storeys Decorene vinyl wallcovering, in Canada and the United States. The distributors now handling the product are particularly impressed with the design range which, says Mr. Anderton, 'they claim offers the American and Canadian householder a more interesting choice than is available in locally produced wallcoverings.'

Another breakthrough is the interest shown by American fancy goods manufacturers in Storey's unsupported vinyl sheeting. Here, too, it is design and the quality colour printing that are claimed to have been the leading factors in opening up a new market.

Storeys already have an American company, based in Newark, New Jersey. Like Mr. Anderton, their American manager is also a Lancaster man, Mr. Ted Ashcroft. The company was set up initially to handle the growing sales of patent-finish vinyl manufactured by Storeys for the shoe trade. In the United States this material is known as 'Limelight'. Since last July orders to the value of £120,000 have been received from American shoe manufacturers for this product.

Arrangements have now been made to sell the material to Canadian shoe manufacturers who, in general, follow American fashion trends.

Scandinavian trip

MR. W. P. FORSDIKE, sales director of James Neill & Co. (Sheffield) Ltd., manufacturers of 'Eclipse' tools, has just returned from a very fruitful visit to Scandinavia. This was part of Neill's current intensive drive to expand their export sales still further.

Mr. Forsdike visited Sweden, Norway and Finland to discuss and study market conditions with Neill's agents and distributors, and in particular to review their pricing and distribution arrangements. This was particularly important in Finland in view of their severe devaluation last November.

Whilst in Sweden Mr. Forsdike brought their main distributors together for a round table conference. Mr. Forsdike comments: 'In a highly competitive market like Sweden it is important to get maximum co-operation between main distributors, despite the fact that they are competitors, in order to formulate a marketing policy which caters for the present days needs of both the Swedish distributors and consumers.'

Zambian trip

MR. A. H. HOUNSELL, export director, Holman Brothers Limited, is at present in Zambia as a member of a special mission sponsored by the Federation of Manufacturers of Construction Equipment (FMCE) to explore the possibilities of increasing Britain's share of the construction equipment market in that country. The mission, which will spend two weeks in Zambia, is composed of directors and top executives from 12 member companies.

In addition to visiting Zambia, Mr. Hounsell will be carrying out market surveys in other African countries.

Also Mr. A. V. Lewis, export manager, is travelling to the USSR accompanied by area sales manager, Mr. E. C. McKay, and applications engineering manager, Mr. C. L. Temby. The visit is at the invitation of a Russian Government buying department and follows 14 months of preliminary negotiations with the Russians.

N. American and Australian sales drive

SEWING SILKS are one company that don't believe in resting on their laurels. Already exporting over 50 per cent of their production, they intend to take full advantage of devaluation to substantially increase this highly impressive export figure in 1968.

Mr. H. P. Vogel has departed for Sewing Silks Australian subsidiary. He will be going via the United States where he will be visiting the AMF Company (American Machine and Foundry Company) at Richmond, Virginia. There he will see the ultimate in machines for felling undercollars, designed to give manufacturers greatly increased production.

Hard on the heels of Mr. Vogel, Sewing Silks marketing manager, Mr. F. G. Bates, is leaving for Canada this month for an intensive sales drive in this highly competitive, but vital dollar market.

Mr. E. W. Mortimer, technical sales manager of Garrard Engineering Limited, has just returned from a busy two weeks in Canada. The visit was principally in support of the Garrard exhibit at the Toronto Stereo Sound Show, a two-day event attended by over 5,000 hi-fi enthusiasts. Before the opening of the show, two dealer conferences were held, at which Mr. Mortimer gave a technical briefing on new techniques used in the design of the latest Garrard range of record playing units. Garrard exports over 80 per cent of its total production.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Anglo-Canadian deal

A new agreement has been completed by Frederick Braby & Co. Ltd., which has interests ranging from aircraft starting and servicing equipment to farm silos, with A. Foxcroft & Associates Ltd. of Toronto.

Under the terms of the agreement, Foxcroft will manufacture the range of silent generators and standard generating sets developed by Braby's subsidiary, Auto Diesels Ltd., under licence, and market them throughout Canada and 20 of the United States. Similarly Foxcroft will also manufacture and sell in Canada Braby's new line, the Movolock roller base for gas cookers.

£4¾ million Russian order

Ashmore, Benson, Pease & Company Limited, of Stockton-on-Tees, a member of the Davy-Ashmore Group, announce the signing of a contract worth £4¾ million with the Soviet Trade Organization, V/O Machinoimport, for the complete supply of an iron ore pelletizing plant.

The plant will have a capacity of 4 million tons per annum and will be located at the iron ore mining centre at Krivoi Rog about 100 miles north of the Black Sea. The main bulk of the equipment involved will be manufactured in the United Kingdom by Ashmores at their works in Stockton-on-Tees.

Lazard Brothers & Co. Ltd. have arranged a 10-year credit for about 80 per cent of the contract price, under an Export Credits Guarantee Department financial guarantee and in association with Barclays Bank, Lloyds Bank, Martins Bank and National Provincial Bank.

The order was won against competition from Japan and several European countries.

£1 million plant disposal

A contract to dispose of plant – originally valued at approximately £1,000,000 – used for the hydro-electric scheme at Batang-Padang in the state of Perak, Malaysia, has been awarded to George Cohen Machinery Ltd., a member of the 600 Group. The plant is being sold exclusively through Cohen's international marketing organization.

Cooling towers for Korea

Thirty four standards of timber protected against fungal decay by the Celcure pressure impregnation system are on their way to Koba, Korea where they will be used in cooling towers for the Korea Electricity Company.

The timber was treated by English Bros. Ltd., of Wisbech, Cambs, for Premier Coolers Ltd. of Guildford, who will be constructing the towers, to a specification that ensures a retention of 0.33 lb. of preservative salts per cubic foot.

US firm's chair order

A North London company, John-Alan Designs of 65 Arlington Road, London, N.W.1, has won its first export order to supply 24 Marcel Breuer Long Chairs worth £1,000, from Stendig Inc., an American furniture importer specialising in Breuer designs.

John-Alan Designs, who have the sole manufacturing and marketing rights for the chair, see the United States order as the beginning of a big export business.

Mr. Allan Duddington (right), managing director of Advertising Publicity Techniques, a member of the Willing Group, with Mr. Ken Wilson, APT's sales director, who have jointly devised Peramics, an invention of the Willing Group which consists of plastic panels for both interior and exterior decorating. Mr. Wilson was a member of the Daily Express *sponsored Jet Sell mission which successfully toured six cities in North America – five in the United States and one in Canada – from March 15 until April 5.* *(See Jet Sell mission to North America, page 1141.)*

English Electric order

A major opening into the European Market has been made by the Meter, Relay and Instrument Division of English Electric at Stafford, by an order received from the Netherlands, worth more than £40,000 for power line protection equipment.

The order, for 26 type MM3T static distance relaying schemes, has been won against strong international competition. The equipment will be used to protect the new 380 kV electricity network now being installed in the Netherlands, and has been ordered by N. V. Samenwerkende Electriciteits Productiebedrijven, Arnhem, Netherlands.

£1.4 million export orders

Babcock & Wilcox (Operations) Limited have received an order worth £1 million from Parsons & Wittemore Inc., New Brunswick, Canada, for a black liquor and oil-fired recovery boiler and ancillary equipment, an oil and bark-fired Bi-drum boiler, and four pulp digesters, for the St. Anne-Nackawic Pulp & Paper Co. Ltd., New Brunswick. The order was obtained against strong competition from Canadian boiler manufacturers.

In addition, Babcock & Wilcox have received an order from the same client for five more pulp digesters for Industrias De Celulosa Arouco S.A. in Chile, making the combined order for nine stainless-steel-clad digesters the largest ever placed for such equipment for pulp manufacture.

Polish polythene plant order

Simon-Carves Chemical Engineering Ltd., have been awarded a £2.5 million contract by Polimex the Polish state buying organization, to build a polythene plant at Plock, to the north-west of Warsaw.

Chemical complex for Australia

A grannular complex fertilizer plant is to be built by the Australian Branch of Woodall-Duckham Limited at Walsh Point, Newcastle, for Greenleaf Fertilizers Limited of New South Wales. The plant, which will have an output capacity of 20 tons/hour, will embody the Pechiney-Saint-Gobain process and be capable of producing a wide range of NPK fertilizers. It is understood that this contract is valued at approximately £1 million.

Smelting furnace for South Africa

Barnes-Birlec Limited, the South African associate company of Birlec Limited, Aldridge, Staffordshire, has received an order for an electric smelting plant for copper-nickel matte. The order, approaching £300,000, was placed by the Impala Prospecting Co. (Pty) Ltd., a subsidiary of the Union Corporation Limited.

Major Indian contract

Costain-Blankevoort International Dredging Company Limited (Cobla), has won a £1,500,000 contract in India. It involves dredging operations inside Madras Harbour and along its approach channel, to turn it into a deep water harbour capable of accommodating super tankers of up to 90,000 tons.

Avianca buys two Hawker Siddeley 748s

Avianca, one of the foremost Latin American airlines and the national airline of Colombia, has ordered two Hawker Siddeley 748 series 2A aircraft. The order, with spares, is worth approximately £1.2 million and delivery will take place in September this year.

Business from Rumania

Platt Bros. (Sales) Ltd., announce the signing of a further contract with Industrialimport, Rumania, for approximately £700,000 for a sewing thread plant.

Asphalt plants ordered

Export orders for standard Autobach 30 Asphalt Plants, valued in the region of £130,000, have been received by Goodwin Barsby & Co., Ltd., members of the Aveling-Barford Group.

£35,000 Danish order

BMC's recently-announced Stage I tuning kits for their front-wheel-drive range of cars have found favour with the Danes. BMC's distributors in Denmark, DOMI and DFA have ordered over 600 of the kits worth £35,000 from the Corporation's special tuning department at Abingdon, Berkshire.

Swiss order

An order valued at more than £20,000, for six of their new luxury, high-performance sports cars, has been placed with AC Cars, Ltd., Thames Ditton, Surrey, by Aircraft Zurich, a leading distributor of large cars in Switzerland.

Algerian contract

Sonatrach, the Algerian national oil undertaking, has awarded CJB (Projects) Ltd. a £100,000 contract for the design, engineering, procurement, and supervision of erection of additional facilities to the crude oil pipeline originally built and now being operated by CJB, which runs from Haoud el Hamra to Arzew on the Mediterranean coast.

Furnace for Italy

One of the most important specialist heat-treating firms in Italy, Manassero & Co., have ordered a large Wild Barfield. Gas-fired, ACE Sealed Quench Furnace and a 3,000 cu. ft. 3-hour Endothermic generator through Parkinson Cowan International Ltd., the overseas sales organization of Wild Barfield Limited, Watford. Both firms are part of the Parkinson Cowan Group.

(Continued on page 1185)

BLUE FUNNEL

Liverpool's link with U.K. and the Far East

SAILINGS PER MONTH

	TO	FROM
Malaysia	□ □ □	□ □ □ □ □
Singapore	□ □ □ □	□ □ □ □ □ □
Bangkok	□ □	□
Hong Kong	□ □ □ □ □	□ □ □ □
Manila	□ □ □	□ □ □
Sabah	□	□
China	□ □	□ □
Ceylon		□ □ □ □ □
Japan	□ □ □ □	□ □ □
Taiwan	□	□

BLUE FUNNEL LINE LTD

INDIA BUILDINGS, LIVERPOOL

Tel. 051 236 5630 Telex 62236

WILSON LINE

REGULAR DIRECT CARGO SERVICES

HULL to . . .

CYPRUS
DENMARK
FRANCE (Marseilles)
GIBRALTAR
GREECE
ISRAEL
ITALY
MALTA
NORWAY
PORTUGAL
SWEDEN
TURKEY

Also Agents for Services to . .

BELGIUM
HOLLAND
POLAND

LONDON to .

BELGIUM
DENMARK
NORWAY
SWEDEN

GOOLE to

DENMARK

GRIMSBY to

NORWAY

FELIXSTOWE to . . .

NORWAY

We can also undertake a complete export service spanning road haulage, export documentation (customs entries, Bills of Lading etc.).

A feature of our service is the prompt issue of Bills of Lading.

For further details write or telephone:

ELLERMAN'S WILSON LINE LIMITED,

COMMERCIAL ROAD, HULL. Tel: 26081 Telex 52277/8

London Agents: The United Shipping Co. Ltd.,
Mariner House, Pepys Street, E.C.3.
Telephone: ROYal 3141 Telex 2-8232

Finance and Export Directors

please note

The Ottoman Bank, London, offers you the full range of commercial and specialist banking services— here and abroad

We invite you to get in touch with our Mr. R. H. Benson at 18/22 Abchurch Lane, E.C.4 (telephone: 01-626 3456). You are assured of the kind of personal service which only a bank like the Ottoman can give.

Ottoman Bank

Incorporated in Turkey with Limited Liability

18/22 Abchurch Lane, E.C.4.
7 Cork Street, W.1.

'Avengers' in United States

'The Avengers' becomes the first television series from outside the United States to be scheduled by an American TV network for peaktime transmission in their premier autumn season.

This is the fourth consecutive year in which 'The Avengers' has been sold by Associated British Pathe to the American Broadcasting Company. It is, however, the first time that the series has been included in the September schedules. This makes 'The Avengers' unquestionably the most successful British TV series ever to appear on an American network. The total export earnings of the series to date are nearly 10 million dollars of which around 8 million dollars have been earned in North America, and 2 million dollars in other countries of the world.

Breathmeters for export

Two deals, which together are expected to earn in excess of $1 million in the next 12 months, have been concluded in the United States by the Cotswold Chemical Co. Ltd., the Cheltenham manufacturers of the British Alcolor breathmeter. The company has now sold more than 2,250,000 breathmeters, 40 per cent of which have been exported to ten countries.

Saudi Arabian contract

Amalgamated Developers announce that the first four shipments of British equipment destined for four new Saudi Arabian hospitals have left this country. The hospitals are the new National Independent Hospital in Ryadh and three Ministry of Health Hospitals – the Maternity Hospital in Ryadh, the new Jezzan Hospital and the new El Rass Hospital. The total of these contracts is £160,000.

Glassware exports

Exports of the Jobling group of glassware companies were maintained at 27 per cent of total sales during 1967 and provided a net credit, on a purely cash basis, of £2,229,000 to the country's balance of payments, says Mr. P. H. D. Ryder, chairman of James A. Jobling & Co. Ltd., of Sunderland, in his annual report.

Mexican contract

The managing director of Swan Hunter & Tyne Shipbuilders, Mr. Reg Ibison, has announced that he has been successful in obtaining a contract valued at over £1½ million for a liquid ethylene tanker for Petroleos Mexicanos.

Export order for Glenhill

One of the biggest export orders for furniture ever to be placed with a British company has been obtained by Glenhill Furnishing Limited – a JE Lesser Group Company of Hounslow, Middlesex. Worth £390,000, the contract was awarded by a consortium of three companies who are carrying out an £11 million construction project for Airwork Services Limited in Saudi Arabia. The three companies are John Laing Construction, George Wimpey & Co., and Haji Abdullah Alireza & Co.

Contract in Kuwait

Pirelli General Cable Works Ltd. has received an order worth over £¼ million from the Government of Kuwait, Ministry of Electricity and Water, for the supply and installation of 132,000 and 33,000 volt oil-filled cables, 33,000 and 11,000 volt solid type cables, associated pilot and telephone cables, joints and terminating equipment.

£25,000 West German order

An order valued at over £25,000 has been received from Baz Autozubemor GmbH of Lampartheim, West Germany by Stellar Components (Sales) Ltd. of Maldon, Essex. The order is for Stellar's Selmar Crashflash, a vehicle hazard warning system which fits into the flashing indicator system of a car to warn drivers of a breakdown or accident.

Italian order

Matbro (Sales) Ltd., are proud to announce that they have appointed ICOM SPA of Pozznoli near Naples their agent for the sale of their Swinglift trucks throughout Italy. At the signing of the agency contract, ICOM placed orders for 15,000 lb. (6820 kg) and 8,000 lb. (3640 kg) capacity machines and these initial machines will be delivered during March.

Orders for burners

Orders have been won by the Combustion Division of Hamworthy Engineering of Fleets Corner, Poole, Dorset, for pressure jet oil burners for two Swedish electricity generating stations. The company is supplying burners for two 310 megawatt boilers at a new station at Karshamverket and for a highly sophisticated 250 megawatt boiler at a new station at Vasteras.

Polish order

Metal Propellers Limited, Chemical Plant Manufacturers of Purley Way, Croydon were recently selected by Babcock & Wilcox Limited and Catalytic International Inc. to design and manufacture all the distillation trays, totalling 973, for a new Butadiene Plant destined for Polimex, Poland.

Anglo-French sales agreement

Page Engineering Company (Sunbury-on-Thames) Limited, Page Works, Sunbury-on-Thames, Middlesex, have concluded a reciprocal sales representation agreement, to include service and manufacture, with Les Modeles Francais, Saint Maur, France. The relative equipment supplied and stocked in both countries will therefore be provided with maximum product support.

£89,000 Indian orders

Hackbridge-Faraday Electrics Limited, recently acquired by Allen West & Company Limited of Brighton, have received a second order for air-cooled flameproof transformers, intended for use by the Iron and Steel Company of India as part of their third 5-Year Plan for coalmine mechanization. Total value of orders so far: £89,000.

Japanese fertilizer contract

A contract for the design of an ammonium phosphate plant has been received from Tohoku Hiryo KK of Akita City, Japan, by Simon-Carves Chemical Engineering Ltd. It will be the first plant of its kind to be built in Japan and has the approval of the Japanese government.

United States sales

Sales to dealers of Triumph cars in the United States for February 1968, were the highest in that month for nine years; the total of 1,745 units sold shows an increase of more than 100 per cent over the February 1967 figure of 815.

Hong Kong order

British Insulated Callender's Construction Company Limited has received an order from the China Light and Power Company Limited for the supply of materials and the supervision of erection in Hong Kong of two parallel 132kV double circuit steel cored aluminium conductor transmission lines, each approximately 2 miles long, to connect Tsing Yi Island's power station with the mainland.

Steel for India

Darlington & Simpson Rolling Mills Ltd. have obtained further valuable orders from India. These orders, for the supply of hot rolled special steel sections, are worth £170,000.

Spanish order

Churchill-Sturm Limited, a TI Company, and specialist sales company of the Charles Churchill Group, has engineered two prime mover assemblies which employ reduction gearboxes and Churchill-Sturm infinitely variable speed hydraulic units to meet the very high torque requirements of an apron plate feeder conveyor system now being installed at the Calanas pyrites mine in the Province of Huelva, Southern Spain.

Controls for Venezuela

Brookhirst Igranic (Thorn Group) is supplying 'Bistat' static switching controls to the Butterley Engineering Company of Derbyshire. These are for the automatic control of a 'Wulpa' lift car park at the Fiat motor assembly plant in Venezuela.

Overseas orders for oil test rigs

Recent orders from the USSR, Czechoslovakia, Italy and Rumania for lubricating oil test rigs made by Heenan and Froude Limited bring total sales of this equipment over the past ten years to 80 with a value in excess of £250,000.

£46,000 export contract

In ordering a further English Electric diesel generating set of 1,540 kW for base-load operation in the humid, torrid regions of Northern Malaysia, the Sabah Electricity Board has increased the total kilowatt capacity installed or on order from the Newton-le-Willows, Lancashire, works of English Electric Diesels Limited to more than 21,000 kW, amounting to nearly 30,000 hp.

Dutch order

A 35,000 psi Olinair air-driven hydraulic pump has recently been supplied by Olin Mathieson Ltd., of Sunderland, County Durham, to the Rotterdam Dry Dock Co. Ltd., of Rotterdam, Holland, for use in association with the Pilgrim nut method of fitting and removing ships' propellers which was developed by the P. & O. Research and Development Co. of London, and is now being increasingly adopted by shipyards all over the world. The pump is connected to the shipyard's 80 psi air supply.

£¼ million orders

Rose, Downs & Thompson Limited, Hull, (a member of the Davy-Ashmore Group), are currently working on, or have recently received orders totalling well over a quarter of a million pounds, a large proportion of which is for export.

Aluminium foil overseas

Despite the great difficulties of selling foil overseas during 1967, Star Aluminium has again increased its share of United Kingdom foil exports. Total shipments of foil from Britain were virtually the same as in the previous year, but the company managed once again to improve on past performance. About half of all foil exports are made by Star.

Powered machines for Chile

The largest-ever single consignment of British-built fork lift trucks to be dispatched from the United Kingdom left Liverpool for Chile on March 14.

Manufactured by Yale Materials Handling Equipment Division of Eaton Yale & Towne at Wednesfield, Staffs., the 80 Perkins powered diesel 6,000 lb. capacity trucks represent the major part of a £356,000 order placed by the Chilean Port Authority.

A total of 92 Yale trucks with spare parts, completes the consignment. All are fitted with 60 bhp Perkins four-cylinder 4.203 diesel engines.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Imports of goods from Britain under negotiated quotas

THE LIST of quotas for imports into Metropolitan France and the French Overseas Departments and Territories from the United Kingdom for 1968 was published in the *Board of Trade Journal* of March 22, page 927. The opening of these quotas for the first half of 1968 has now been announced in the French *Journal Officiel* of March 29.

Applications submitted before March 29 for which import licences have not been issued by April 9 will be considered void. Licence applications should be made as follows:

I. Application for import licences on form AC and accompanied by a pro forma invoice may be submitted to the Direction Générale des Douanes et Droits Indirects, Division des Echanges (Importations), 8 rue de la Tour-des-Dames, Paris 9e, where they will be examined as and when they are received, in respect of the following quotas:

Quota No.	Description	Tariff Nos.
4	Hothouse and greenhouse plants	06-02 C II (b) (2)
5	Cut flowers	Ex 06-03
7	Products of the food industry	Ex 16-04, 17-02 F, 20-01, ex 20-02, ex 20-06, ex 21-07
19	Certain animal feeding stuffs and pet foods	23-07 ex B
21	Oil additives	38-14 B I (a)
37	Assemblies containing crystal diodes, triodes, and other crystal valves including transistors, constituting components of radio-electric apparatus	85-15 C II ex (a)
42	Light aircraft	Ex 88-02
43	Light boats and replacement parts	89-01 B ex I
53	Miscellaneous (1)	Various

(1) Credits allocated to this quota are reserved for quota goods not covered elsewhere in the agreement, nor falling within global quotas.

II. Applications for import licences in respect of the following products, the quotas for which are administered in Britain, may be submitted to the Direction Générale des Douanes et Droits Indirects, Division des Echanges (Importation), 8 rue de la Tour-des-Dames, Paris 9e, as from March 29, when they will be examined as and when they are received. Applications must bear in block letters the words 'Imports from Great Britain, Quota No. . . .', and must be accompanied by a pro forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are shown below after each quota description:

Quota No.	Description and British Authority	Tariff Nos.
14	Mincemeat and lemon curd: Food Manufacturers' Federation	Ex 20-04, ex 20-05, ex 20-06
15	Jams: Food Manufacturers' Federation	Ex 20-05
15 bis	Marmalade made from citrus fruit or ginger: Food Manufacturers' Federation	Ex 20-05
16	Fruit juices: Food Manufacturers' Federation	20-07 A ex B
17	Fruit and other essences: Essence Export Group	Ex 21-07
18	Rum: Rum Importers' Association of Great Britain	22-09 C ex 1

III. The import conditions applicable to quotas numbered 7, 14, 15, 15 bis, 16, 17, 18, and in certain cases 53, are those set out in a notice to importers published in the French *Journal Officiel* of January 26, 1963, details of which are as follows:

Importers of the non-liberalized agricultural products and alimentary products in the following list must furnish three copies of a pro forma invoice with their application for an import licence. The invoice must be dated, bear the signature and commercial stamp or seal of the exporter, and must be in French or have a French translation attached:

Tariff No.	Description
07.02	Frozen vegetables (except olives).
07.04 A, ex B	Dried, dehydrated or evaporated vegetables.
08-07 E	Fresh stone fruit other than apricots, peaches, nectarines, cherries and plums.
08.10	Frozen fruit, not containing added sugar.
08.11	Fruit preserved in brine or sulphur.
08.12 C	Dried plums.
Ex 09.01	Roasted coffee and substitutes containing coffee.
13.03 B I and II	Dry pectins, extracts and juices of pectins.
17.04 A	Liquorice extract containing more than 10 per cent by weight of sugar, not containing other substances.
20.01 to 20.06	Preserved or prepared vegetables and fruit.
20.07 A, ex B	Fruit juices.
21.07	Food preparations not elsewhere specified or included.
23.07 ex B	Animal feeding stuffs.

The following information, in French, must be detailed on all pro forma invoices:

All products

The exact description of the products, including the name under which they are sold.

Pectins, extracts and the juices of pectins

The degree of concentration and the nature of the pectin.

Products falling under tariff headings 17-04, 21-07 and 23-07. Ex B

A complete percentage analysis of the composition of the products to be imported is required, and this must give an exhaustive list of all the components. Where colouring materials are used the exact nature of the materials used must be stated with reference to the index or to Schultz. The same requirement applies to any

chemical materials used. It must be stated whether any flavourings used are natural or artificial.

Fruit juices

Importers must produce at the time of their application for an import licence a certificate from their suppliers to the effect that the products conform to French legislation, and, in particular, are not the result of a dilution of a concentrate and a juice.

It is stressed that invoices, as detailed above, must be submitted in French or accompanied by a French translation. Failure to do so may result in the rejection of the import licence application.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Global quota for imports of horsemeat

THE FRENCH *Journal Officiel* of March 27, published an amendment to their notice of March 17 for imports of horsemeat (see *Board of Trade Journal* of March 29, page 1022) stating that it is no longer necessary for importers to show on their application forms whether they imported horsemeat from countries other than member countries of the EEC between January 1 and June 30, 1967.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of March 30 published a notice setting out the variable levies and maximum rates which apply from April 1, 1968 to certain foodstuffs for the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Board of Trade Journal* of August 11, 1967, page 365).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

EUROPEAN ECONOMIC COMMUNITY

Rules of competition

THE *Board of Trade Journal* dated March 22, 1968 (page 937) contained an announcement about Decision No. 68/128/CEE which grants a negative certificate of clearance to Eurogypsum of Geneva. The following is a translation of this Decision. It must not be treated as an official or authentic text. The text of this document is official only in the French language.

DECISION OF THE COMMISSION

of February 26, 1968

on the application for negative clearance submitted in accordance with Article 2 of regulation No. 17 made by the Council (IV/26352) (68/128/CEE)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

having regard to the Treaty establishing the European Economic Community, and in particular Article 85 thereof,

having regard to Council Regulation No. 17 of February 6, 1962 (1), and in particular Article 2 thereof,

having regard to the application for negative clearance submitted on December 23, 1966 (2) by the Eurogypsum Association, having its registered office at Geneva, Switzerland, and its administrative office in Paris, France, in accordance with Article 2 of regulation No. 17, asking the Commission to declare that there is no ground for it to intervene in pursuance of Article 85 paragraph 1 of the Treaty in respect of the statutes and special regulations which the general assembly of this association approved at its meeting of April 28, 1961 and finally adopted at its meeting of June 18, 1962,

having regard to the opinion of the Consultative Committee on Restrictive Trade Agreements and Domination of Markets, which was consulted on September 13, 1967, in accordance with Article 10 of Regulation No. 17,

I.

whereas the statutes and special regulations of the Eurogypsum Association principally contain the following provisions:

The object of the association is to promote, on the European level, the development of the plaster, gypsum and anhydrite industry and of that of the building components derived from them. It seeks to achieve this object by the joint study of scientific, technical, economic and legal questions of interest to this industry, by collectively publicizing the materials concerned and publishing the results of the research which it organizes.

The following may belong to the association: as ordinary members, national or European organizations of producers of plaster, gypsum or anhydrite and of manufacturers of plaster products; as extraordinary members, producers of these materials pursuing their activity in European countries where there is no national organization; as corresponding members, producers of these materials whose means of production are situated outside Europe, natural and legal persons interested in the plaster industry or in the use of these materials without themselves producing them, and persons or associations belonging to scientific, technical or economic circles whose collaboration might serve the object of the association.

Admission to membership is determined by the General Assembly by a simple majority of the ordinary members present or represented, each of whom has one vote. Exclusion of a member may be decided by the same assembly, but by a two-thirds majority and only on the grounds of infringement of the statutes or detriment to the interests of the association.

In addition to the general assembly, which is made up of the ordinary members and at which extraordinary members may be present in an advisory capacity, the association has a board of directors made up of members chosen from among the representatives of the ordinary members, each of whom may have only one regular representative and one alternate representative. The Board of Directors prepares the work of the general assembly, organizes the technical work, where necessary calling in scientific, technical, economic or legal experts, and is responsible for the day to day administration of the association.

The financial resources of Eurogypsum, an association with no commercial object, are derived from annual subscriptions and extraordinary contributions from members; they are used to cover operating costs and the payments made for exceptional services;

whereas the Eurogypsum association at present comprises 31 members established in 16 different countries, of which five are member countries of the EEC, and the majority of the enterprises in member states which manufacture plaster, gypsum and anhydrite and building components derived from them are members of the association either individually or through trade organizations;

whereas the activities developed by Eurogypsum are as follows:

- study of and research into scientific and technical problems relating to gypsum and plaster, by working parties and experts;
- diffusion of knowledge by the organization of visits to factories in the various countries, of lectures on the manufacture and use of plaster and plaster products, of technical film shows and publication of studies in technical journals;

whereas all members of the association, whatever their status, can benefit on the same basis from the results of the work organized by the association, which are also frequently published.

(*Continued on next page*)

EEC, *continued*

II

whereas a negative clearance can be issued in accordance with the provisions of Article 2 of regulation No. 17 if the Commission finds that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of Article 85 paragraph 1 of the Treaty in respect of the statutes and special regulations of the Eurogypsum association;

whereas Article 85 paragraph 1 of the Treaty stipulates that all agreements between undertakings, all mergers and concerted practices which may affect trade between Member States and the object or effect of which is to prevent, restrict or distort competition within the Common Market are incompatible with the Common Market and are prohibited;

whereas the sole object of the statutes and special regulations of Eurogypsum is to organize, carry out and derive benefit from research in the scientific, technical, economic and legal fields of interest to the plaster, gypsum and anhydrite industry and that of building components derived from them; whereas, organizations of manufacturers and manufacturers established in various Member States take part in this research, and membership of the association and representation on its institutions entails no discriminatory conditions.

whereas consequently the object of the statutes and special regulations of the association is not to prevent, restrict or distort competition within the Common Market;

whereas, according to the information available to the Commission, the activities actually developed by Eurogypsum, both within and outside the Common Market, in fact correspond to the object of this association, and the collaboration of the members of the association in jointly financing and organizing technical and scientific research in the field of production and use of plaster, since the results obtained are widely published, does not have the effect of preventing, restricting or distorting competition;

whereas no opposition has been put forward by third parties as a result of the publication made in pursuance of Article 19 paragraph 3 of Regulation No. 17 in the *Journal Officiel des Communautés Européennes* No. 105 of June 3, 1967;

whereas, in these circumstances, the information available to the Commission does not at present justify the view that the object of the statutes and special regulations is to prevent, restrict or distort competition within the Common Market within the meaning of Article 85 paragraph 1 of the Treaty; whereas at least one of the conditions for the application of this Article is not satisfied and whereas the negative clearance can accordingly be issued.

HAS TAKEN THIS DECISION

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of Article 85 paragraph 1 of the Treaty establishing the European Economic Community in respect of the statutes and special regulations of the Eurogypsum association.

Article 2

This decision is addressed to Eurogypsum, Paris, France.

Done at Brussels, February 26, 1968.

By the Commission,
The President,
JEAN REY.

(1) See *Board of Trade Journal* dated March 9, 1962.
(2) See *Board of Trade Journal* dated June 16, 1967.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for eggs

THE *Board of Trade Journal* dated March 29, 1968 (page 1023) contained an announcement about the common organization of the market for eggs.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L74 dated March 26, 1968.

Regulation (CEE) No. 340/68 fixes the refunds for eggs in the shell exported in the form of goods not coming under Annex II to the Treaty of Rome.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for sugar

THE *Board of Trade Journal* dated March 29, 1968 (page 1023) contained an announcement about the common organization of the market for sugar.

The text of the following Decision which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1968.

Decision No. 68/162/CEE fixes the maximum amount of refund for the export of sugar to third countries.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for sugar as from July 1, 1968

THE *Board of Trade Journal* dated March 15, 1968 (page 871) contained an announcement about the common organization of the market for sugar as from July 1, 1968.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L78 dated March 30, 1968.

Regulation (CEE) No. 377/68 sets up transitory measures for the conclusion of delivery contracts for sugar beet in Italy.

The French text of the above Regulation may be seen on application to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated March 29, 1968 (page 1023) contained an announcement about the common organization of the market for oils and fats.

The text of the following Regulations which also affects trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 374/68 fixes the amount of refund for olive oil (*Journal Officiel* No. L78 dated March 30, 1968).

Regulation (CEE) No. 375/68 fixes the amount of refund for oil seeds (*Journal Officiel* No. L78 dated March 30, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in processed agricultural products

THE *Board of Trade Journal* dated April 5, 1968 (page 1117) contains an announcement about trade in processed agricultural products.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L79 dated April 1, 1968.

Regulation (CEE) No. 386/68 determines the amounts of the variable elements applicable during the second quarter of 1968 to imports into the Member States of goods coming under Regulation No. 160/66/CEE.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO,

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated March 29, 1968 (page 1204) contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1968.

Regulation (CEE) No. 366/68 fixes for each Member State the price difference of white sugar applicable for the calculation of the levy and refund for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated March 29, 1968 (page 1024) contained an announcement about trade in cereal based animal feedstuffs.

The texts of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 365/68 modifies the period set out by Regulation No. 941/67/CEE (see *Board of Trade Journal* dated December 22, 1967, page 1616) for the prefixing of levies and refunds applicable to cereal based animal feedstuffs (*Journal Officiel* No. L77 dated March 29, 1968).

Regulation (CEE) No. 371/68 fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L78 dated March 30, 1968).

Regulation (CEE) No. 372/68 fixes the refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L78 dated March 30, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated March 15, 1968 (page 871) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européenes* No. L80 dated April 2, 1968.

Regulation (CEE) No. 391/68 relates to methods of application for intervention purchases in the pigmeat sector.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an official translation of this Regulation will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated April 5, 1968 (page 1118) contained an announcement about the common organization of the market for rice.

The texts of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 354/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L76 dated March 28, 1968).

Regulation (CEE) No. 371/68 fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L78 dated March 30, 1968).

Regulation (CEE) No. 372/68 fixes the refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L78 dated March 30, 1968).

Regulation (CEE) No. 376/68 fixes the refunds for cereals and husked rice exported in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L78 dated March 30, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journals* dated March 8, 1968 (page 795) and April 5, 1968 (page 1118) contain announcements about the draft Regulations to set up the final common market organization for milk and milk products with effect from April 1, 1968; which have been submitted to the Commission of the European Economic Community for approval.

The text of these Regulations has not yet been approved by the Commission and it has therefore been necessary to make interim arrangements for trade in this sector.

Regulation (CEE) No. 355/68 sets out the transitory measures to be applied from April 1, 1968, until the introduction of the final common market organization (*Journal Officiel des Communautés Européennes* No. L77 dated March 29, 1968).

Regulation (CEE) No. 378/68 extends until the end of the milk marketing year 1967/68 certain provisions of the following Regulation and Decisions which were due to expire on March 31, 1968.

(i) Regulation No. 957/67/CEE which relates to sales at a reduced price of butter from private stocks to the processing industries (*Journal Officiel* No. 297 dated December 7, 1967).

(ii) Decision 68/140/CEE which authorizes Germany to sell at a reduced price, butter from public stocks, to processing industries (*Journal Officiel* No. L59 dated March 7, 1968).

(iii) Decision 68/139/CEE which authorizes Belgium to sell at a reduced prices butter from public stocks in the form of '*beurre fondu*'.

The French text of Regulation (CEE) No. 378 which appeared in the *Journal Officiel* No. L59, dated March 7, 1968, and of the other Regulations and Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated April 5, 1968 (page 1118) contained an announcement about the common organization of the market for cereals.

The texts of the following Regulations which also affect trade in

(*Continued on next page*)

EEC, *continued*

this sector have been published in the *Journal des Communautés Européennes*.

Regulation (CEE) No. 348/68 rectifies the text of Regulations 128/67/CEE and 130/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 724) in the German and Dutch versions, in so far as it concerns the names of certain cereals (*Journal Officiel* No. L76 dated March 28, 1968).

Regulation (CEE) No. 354/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Official* No. L76 dated March 28, 1968).

Regulation (CEE) No. 365/68 modifies the period set out by Regulation No. 941/67/CEE (see *Board of Trade Journal* dated December 22, 1967, page 1617) for the prefixing of levies and refunds applicable to cereal based animal feedstuffs (*Journal Officiel* No. L77 dated March 29, 1968).

Regulation (CEE) No. 371/68 fixes the levies applicable to the import of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L78 dated March 30, 1968).

Regulation (CEE) No. 372/68 fixes the refunds for processed feedstuffs with a cereal of rice base (*Journal Officiel* No. L78, dated March 30, 1968).

Regulation (CEE) No. 376/68 fixes the refunds for cereals and husked rice exported in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Official* No. L78 dated March 30, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Correction

THE *Board of Trade Journal* dated March 29, 1968 (pages 1024-1025) contained an announcement about the temporary suspension of import duties in the Common Tariff.

The first table setting out a list of items on which the duties have been suspended should be amended as follows:

Ex 29.35. S. This should be amended to read '2-Methylthio-4, 6-di (*iso*-propylamino)-1, 3, 5-triazine.'

Ex 39.02 C VIII should be amended to read 'vinyl chloride-vinylidene chloride copolymers containing at least 80 per cent by weight of vinylidene chloride in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39, intended for the manufacture of fibres, monofil or strip (a)'.

Ex 39.02 C XIV (a) should be amended to read 'vinylidene fluoride-hexafluoropropene copolymers' in one of the forms mentioned in Note 3 (a) and (b) to Chapter 39.

FEDERAL REPUBLIC OF GERMANY

Quotas for goods at fairs

THE FEDERAL German Ministry of Food, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the first half of 1968. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

		DM
Fruit and fruit juices in tins and bottles		100,000
Miscellaneous foodstuffs from Great Britain		500,000
Of which:		
Barley and oat products	up to	25,000
Canned vegetables	up to	50,000
Jams and marmalades	up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories:		40,000
Ice cream		250,000
Ice cream mix		50,000

United Kingdom exhibitors who wish to obtain licences are reminded that they should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2307).

FINLAND

Global quotas for 1968

THE FINNISH AUTHORITIES have issued the following detailed list of global quotas for 1968.

Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
1		*Salmon*	1,180
	03.01.010 210 591 Ex 791	Also cleaned or in pieces or filleted, fresh, chilled or frozen. Filleted, other than quick frozen.	
	0.02.030/060	Salted, in brine, dried or smoked.	
3		*Fish, other*	2,000
	03.01.040/152 200 240/352 400	Also cleaned or in pieces, fresh, chilled or frozen; excluding clupeidae, other than Baltic herring and sprat, and filleted fish.	
	03.02.100/201	Cod, wetsalted, Baltic herring, salted or in brine.	
4		*Dried vegetables etc.*	2,000
	04.02.401/409	Milk and cream, dried.	
	07.04.009	Vegetables, dried, dehydrated or evaporated, whole, cut sliced, broken or in powder, but not further prepared (other than garlic).	
	Ex 17.02.100 701	Grape sugar. Syrups and other sugar solutions.	
8		*Other food preparations*	2,600
	19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches.	
	20.01.106	Tomatoes in hermetically sealed containers.	
	306	Tomatoes in other packings.	
	20.02.139	Other tomato puree in hermetically sealed containers.	
	230	Tomato puree in other packings.	
	296	Other tomato preparations than tomato puree, not in hermetically sealed containers.	
	20.07.100/501	Fruit juices (including grape must) and tomato juice whether or not containing added sugar, but unfermented and not containing spirit.	
	21.07.401	Food preparations not elsewhere specified or included: ice cream containing fat.	
	501	Sweetfat.	
	Ex 502	Fat emulsions and similar preparations of a kind used for the manufacture of bakers' products, containing not less than 20% by weight of fat.	
	901	Coffee pastes, cooked ravioli, macaroni, spaghetti and similar preparations.	
10		*Fruit*	85,000
	08.01.212	Fresh bananas, not cut, cleared from Customs from January 1, to May 31.	
	08.01.213	Fresh bananas, not cut, cleared from Customs from June 1 to December 31.	
	250	Dried bananas.	
	300	Pineapples.	
	08.02	Citrus fruit, fresh or dried.	
	08.04	Grapes, fresh or dried.	
	08.06/08	Apples, pears and quinces, fresh; stone fruit, fresh; berries, fresh.	
	08.09.101 108/900	Other fruit, fresh; water melons. Other melons.	
	08.10	Fruit (whether or not cooked), preserved by freezing not containing added sugar.	
	Ex 08.11.010	Fruit, provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption; excluding pulped apples.	
	040/090	Preserved berries.	
11		*Starches and gluten: inulin*	800
	11.08.100/300 901/909	Maize, wheat and rice starch. Other starch (than above) excluding potato starch, and inulin.	
	11.09	Gluten and gluten flour, roasted or not.	
12		*Vegetable oils*	400
	15.07.010/040	Linseed oil, bleached or unbleached, soya-bean oil (crude).	
	370	Colza, rape and turnip oils (crude).	
	540	Soya-bean oil (refined or purified).	
	870	Colza, rape and turnip oils (refined or purified).	
18		*Mineral tar, coal tar distillation products; solvent gasoline and solvent petrol*	2,000
	27.06	Tar distilled from coal, from lignite or from peat, and other mineral tars including partially distilled tars and blends of pitch with creosote oils or with other coal tar distillation products.	
	27.07.100 300/900	Crude benzene. Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter; exluding crude phenol and crude cresol.	

Quota No.	Customs Tariff No.	Commodity	Thousand Finnmarks
	27.10.204 299/300	Petroleum spirit for industry. Gasoline, excluding aviation spirit and motor spirit; white spirit.	
		Aviation spirit	
19	27.10.210	Aviation spirit.	5,600
		Bitumen	
20	27.14/15	Petroleum bitumen, petroleum coke and other residues of petroleum oils obtained from bituminous minerals; bitumen and asphalt, natural; bituminous shale, asphaltic rock and tar sands.	2,600
		Unwrought silver and gold	
45	71.05.100	Silver, unwrought.	850
	Ex 900	Semi-manufactured silver, including gilt or tinum-plated silver, other than silver-bronze.	
	71.07.102/108	Gold, unwrought.	
	Ex 900	Semi-manufactured gold, including platinum-plated gold, other than goldbronze.	
		Total value of the global quota programme	104,430

Commodities subject to individual licensing during 1968

THE FINNISH AUTHORITIES have issued the following list of commodities which are subject to individual licensing during 1968:

Customs Tariff No.	Commodity
Chapter 1	*Live animals.*
Ex Chapter 2	*Meat and edible meat offals.*
02.01/03 02.04.100/209 809/900 02.05/06	All except whale meat.
Ex Chapter 4	*Dairy products; birds' eggs; natural honey.*
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.02.100/300	Milk and cream, preserved or sweetened, whether or not concentrated.
04.03/06	Butter; cheese and curd; birds' eggs and egg yolks, fresh dried or otherwise preserved, whether or not sweetened; natural honey.
Ex Chapter 6	*Live plants and certain floricultural products:*
06.03/04	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared; foliage, branches and other parts of trees, shrubs, bushes and other plants, and mosses, lichens and grasses, being goods of a kind suitable for bouquets or ornamental purposes, fresh, dried, dyed, bleached, impregnated or otherwise prepared.
Ex Chapter 7	*Edible vegetables and certain roots and tubers:*
07.01.101/299 309/909	Vegetables, fresh or chilled (excluding garlic).
07.02/03	Vegetables (whether or not cooked), preserved by freezing or provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption.
07.05.111/199	Dried leguminous vegetables, shelled, whether or not skinned or split, suitable for human consumption.
Ex Chapter 8	*Edible fruits:*
08.01.217	Fresh bananas, cut, cleared from Customs from January 1 to May 31.
08.01.218	Fresh bananas, cut, cleared from Customs from June 1 to December 31.
Ex Chapter 10	*Cereals:*
10.01/05	Wheat and meslin (mixed wheat and rye), rye, barley, oats, maize.
Ex Chapter 11	*Products of the milling industry; malt; potato starch:*
11.01/07	Cereal flours, groats and meal; other worked cereal grains, germ of cereals; flours of the leguminous vegetables falling within heading No. 07.05; flours of the fruits falling within any heading in Chapter 8; flour, meal and flakes of potato; flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06; malt, whether or not roasted.
11.08.400	Potato starch.
Ex Chapter 12	*Oil seeds and oleaginous fruit; industrial plants; fodder:*
12.01/02	Oil seeds and oleaginous fruit, whole or broken; flours or meals of oil seeds or oleaginous fruit, non-defatted, excluding mustard flour.
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
12.10	Mangolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupines, vetches and similar forage products.
Ex Chapter 15	*Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animal and vegetable waxes:*
15.01/03	Lard and other rendered pig fat; rendered poultry fat; unrendered fats of bovine cattle, sheep or goats; tallow (including premier jus produced from those fats; lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way.
15.06.101/109	Other animal oils and fats (including neat's-foot oil and fats from bones or wastes); unfit for human consumption.
Ex 901	Other fats unfit for human consumption, excluding neat's-foot oil for technical purposes.
909	Other fats.
15.07.002	Castor oil.
070/240	Cottonseed, groundnut, olive, palm, coconut and palmkernel oils, crude.
460/490	Sunflowerseed oil and oils not specified; crude.
570/610	Cottonseed and groundnut oils, refined or purified.
640	Olive oil, except technical olive oil.
670/740	Palm, coconut and palmkernel oils, refined or purified.
960/990	Sunflowerseed oil and oils not specified; refined or purified.
15.12.192/208	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared; other than those wholly of fish or marine mammals.
15.13	Margarine, imitation lard and other prepared edible fats.
Ex Chapter 16	*Preparations of meat:*
16.01/02	Sausages and the like, of meat, meat offal or animal blood; other prepared or preserved meat or meat offal.
Ex Chapter 17	*Sugars and sugar confectionery:*
17.01	Beet sugar and cane sugar, solid.
Ex 17.02.100	Starch sugar.
200	Starch syrup.
709/800	Other sugars; artificial honey (whether or not mixed with natural honey).
17.03	Molasses, whether or not decolorized.
17.04.110	Fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more by weight.
Ex Chapter 19	*Preparations of cereals, flour or starch; pastrycooks' products:*
19.02/03	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa; macaroni, spaghetti and similar products.
19.07.100 900	Bread and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit, other than ships' biscuits, crumbs and rusks.
19.08.901/909	Pastry and other fine bakers' wares, whether or not containing cocoa in any proportion, other than biscuits, wafers, rusks, cakes and Danish pastry.
Ex Chapter 20	*Preparations of vegetables, fruit or other parts of plants:*
20.01.101/105	Olives, capers, pickles, asparagus and cucumbers, prepared, or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard, in hermetically sealed containers.
107/305	Mushrooms, other vegetables (other than those immediately above) and fruit, in hermetically sealed containers; olives, capers, pickles, asparagus and cucumbers, in other packings.
307/400	Mushrooms, other vegetables (other than those mentioned above in sub-headings No. 107/305) and fruit, in other packings.
20.02.110/120 140 192/220 240 292/295 299	Vegetables prepared or preserved otherwise than by vinegar or acetic acid, in hermetically sealed containers, excluding tomato puree and olives, or in other packings, excluding tomato puree and olives and tomato preparations.
20.03/05	Fruit, preserved by freezing, containing added sugar; fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized); jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar.
20.06.102/700 900	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit (excluding unsweetened apple puree, roasted groundnuts and nuts).
20.07.509	Vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit (excluding tomato juice).
Ex Chapter 23	*Residues and waste from the food industries; prepared animal fodder:*
23.02/04	Bran, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables; beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residues of starch manufacture and similar residues; oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils.
23.06	Vegetable products of a kind used for animal food, not elsewhere specified or included.
23.07.100/200 900	Sweetened forage; other preparations of a kind used in animal feeding, excluding fish solubles.
Ex Chapter 27	*Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes:*
27.01	Coal; briquettes, ovoids and similar solid fuels manufactured from coal.
27.04	Coke and semi-coke of coal, of lignite or of peat.
27.09	Petroleum oils and oils obtained from bituminous minerals, crude.
27.10.100 220 410 491/509	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum oils or of oils obtained from bituminous minerals; the following: crude oil, predistilled, motor spirit, power kerosene and lighting kerosene; gas-oil and fuel oils, aviation kerosene, other combustible oils.

SPAIN

Duties within quota limits

IN THE *State Gazette* of March 11, the Spanish authorities announced the following reductions in import duty within quota limits.

Tariff heading	Description	Quota	Import duty	Valid until
		Tons		
03.01 B 1	Tuna fish, fresh or refrigerated	1,000	Free	June 15, 1968
73.08	Iron or steel coils for re-rolling	75,000	800 pesetas per ton	June 30, 1968
76.02 B	Structural aluminium and alloy profiles	500	5%	May 17, 1968
76.03 B	Alloy aluminium	2,000	5%	May 17, 1968

Notes:
1. The second quota shall be free of anti-dumping duty.
2. The third and fourth quotas will consist of, respectively, 500 tons of structural sections for the construction of cryogenic tanks for methane-carrying ships of alloy 5083, zero temper, standard ASTM, number B221, with standards classification certificate, and 2,000 tons for the construction of cryogenic tanks for methane-carrying ships of alloy 5083, zero temper, standard ASTM number B209, of a thickness greater than 6 mm., with standards classification certificate.

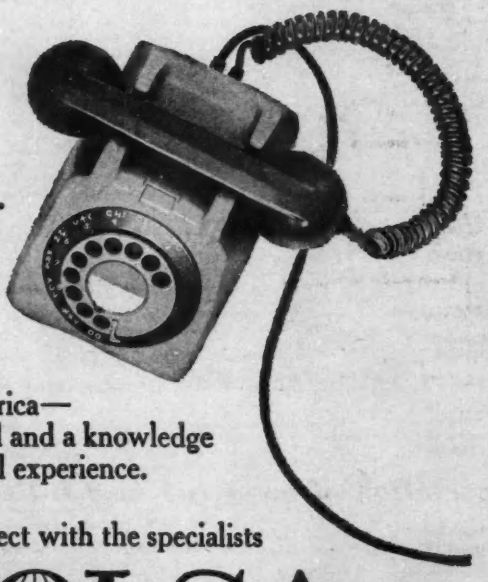
(*Continued on page* 1193)

Business in Buenos Aires? Speak to the specialists

Begin by speaking to
Mr. Peter Butler (London, 01-248 9822).
Or Mr. Tom Currie (Birmingham, Central 4021).
Or Mr. Alan Fea (Bradford 25693).
Or Mr. George Bissenden (Manchester, Central 3135).
Or Mr. George MacCulloch (Glasgow, City 5393),
— the managers and representatives of the five U.K. offices of the Bank of London & South America.

That is how you start benefiting from BOLSA's unique knowledge of the financial affairs of Argentina.

BOLSA is the only British bank in Latin America— with a greater coverage than any other bank in the world and a knowledge of trading and finance based on 100 years' practical experience.



Deal direct with the specialists

BOLSA
INTERNATIONAL BANKING GROUP

Bank of London & South America: Argentina, Brazil, Chile, Paraguay, Peru, Uruguay, France, Portugal, Spain, U.K., U.S.A. **Bank of London & Montreal:** Bahamas, Colombia, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Panama, Trinidad. **Balfour, Williamson & Co:** Export and international finance Company with representation throughout Latin America.

BRITAIN'S ONLY BANK IN LATIN AMERICA, SPAIN AND PORTUGAL

Customs tariff

IN THE *State Gazette* of March 23, the Spanish authorities announced the following modifications to Chapter 73 of their Customs tariff:

Tariff headings	Description	Definitive duty	Transitory duty
73.13 B 3	Sheets and plates, of iron or steel, hot-rolled or cold-rolled, other than electrical:		
d	coated with plastic materials . .	25% until June 8, 1969, 20% thereafter	20%
e	others (coated with copper, nickel, enamel, lacquer, varnish, parkerized, lithograph, etc.)	25% until June 8, 1969, 20% thereafter	15%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 462 or 460).

Opening of global quotas

THE SPANISH list of Global Quotas for 1968 was published in the *Board of Trade Journal* of February 16, page 531. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications are invited	Applications to be presented by
		Pesetas	
14	Perfumery, toilet and cosmetic preparations	10,000,000	April 30
17	Aminoplasts	15,000,000	April 30
18	Other condensation, polycondensation and polyaddition products	15,000,000	April 30
21	Other polymerization and copolymerization products	27,500,000	April 30
28	Tulle, lace, velvet and knitted goods .	Unspecified (annual value: 17,500,000)	May 1
29	Special fabrics	Unspecified (annual value: 15,850,000)	May 1
30	Carpets and rugs	Unspecified (annual value: 7,500,000)	May 1
31	Ready-made clothing	Unspecified (annual value: 20,000,000)	May 1
32	Other textile manufactures	Unspecified (annual value: 12,500,000)	May 1
48	Dumpers	100,000,000	April 30
54	Buses, fire engines and parts for the manufacture of commercial vehicles . .	125,000,000	April 30

Importation of preserved foodstuffs

IN THE *State Gazette* of March 14, the Spanish authorities announced that, as from June 14, 1968, certain foodstuffs intended for importation into Spain would be subject to the regulations mentioned below:

1. Products affected: all tinned, preserved, salted, cured and smoked fish; meat-based preserves, semi-preserves, cured and smoked products, stuffed meats, pastes and other preparations; preserves, semi-preserves, extracts, juices, purees, cocktails and others made from fruit and vegetables; ready-prepared dishes, pre-cooked dishes, soups, concentrated broths and extracts for making the same; spices, condiments, sauces, juices and extracts, dry, dried and dehydrated fruits; dry, dried and dehydrated vegetables; natural and concentrated juices for the preparation of soft drinks; tinned and special milks, cheeses, stimulant foods and their derivatives, baby-foods, edible pastas, biscuits, sugared and crystallized fruits, chocolates, sweets and pastry products, chilled and concentrated natural foodstuffs, either individually packed or packaged in lots for sale direct to consumers, ready-to-eat pet foods, or any other product similar to those listed above.

2. All the products mentioned above which are imported into Spain for distribution and sale in Spanish markets must include on the package at least the following information in the Spanish language:

(a) country of origin;
(b) the usual common denomination of the product in the package;
(c) manner of preparation of the product tinned ('in sauce', 'in brine', 'natural', etc.);
(d) each one of the ingredients contained in the package: by ingredients are understood the various substances present in a product composed of more than one foodstuff, and these are to be listed in order of their importance in the composition of the product;
(e) commercial category;
(f) complementary additives which have been added (colouring, preservatives, antioxidants, etc.);
(g) the minimum net and drained weight when the package contains liquid expressed, in decimal metric system units;
(h) instructions, in appropriate cases, for the use or preparation of the tinned or ready-prepared product;
(i) in the case of fish semi-preserves, and in addition to the information already mentioned, the words 'semi-preserves – keep in a cool place' must also be included in bold type, and also the month and year of manufacture,

3. The particulars referred to in '2' above must be shown by a stencilled or lithograph legend or on a label which must adhere firmly to the package. The typefaces used on labels must be more than 2 mm. in size. All those products affected which may undergo changes in quality over a certain period of time must have included on their packages the date of preparation and packing, in addition to the particulars mentioned above. The date of preparation and packing may be shown by month and year. The use of codes is authorized, provided that they are made known in writing to the Director-General of Customs and to the Director of Inspection Services of SOIVRE (Servicio Oficiel de Inspeccion y Vigilancia del Comercio Exterior).

4. The quality of the products contained in the packages must correspond to that which appears in the import declaration or licence, and must be the same as that appearing on the labels or packages.

5. A certificate will not be issued:
(a) for products whose packages, either because of their inadequacy or because they cause changes in the contents, lead to reductions or changes in the commercial value of the contents;
(b) for products whose packages show signs of swelling or any other defect arising from a change in the contents; nor for goods contained in transparent packages which clearly show changes which would affect their value, quality or commercial appearance.

6. Those products whose labels include descriptions which might give rise to confusion or fraud will not be considered suitable for importation.

7. The inspection of goods by the services of SOIVRE for the purpose of issuing a certificate of suitability to enter Spain will take place before the corresponding customs clearance. Importers must apply for inspection by the above mentioned services on the official forms.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 462 or 460).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. **(Tel. 01-248 5757,** *Ext.* **368** *or Telex No.* **886143).**

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect as from February 18, 1968.

Tariff No.	Description of goods	Import duty	Purchase tax
84.20	Scales and weighing machines (excluding scales of a sensitivity of five centigrams or better), including counting machines or checking machines operated by weights, weights for balances and for weighing machines of all kinds:		Varies according to item
1000	Used for weighing goods in flour mills and enterprises and for preparing food mixtures for livestock, and provided the manager of the Commerce and Industry Department has acknowledged that they are not manufactured in Israel and do not constitute any substitute for the kind manufactured in Israel	Exempted	
4000	Scales for weighing persons	50% + 10 IL. each	
8000	Others		
8010	Scale heads with or without scale cabinets, equipped with printing mechanisms	10%	
8090	Others	50%	
9100	Parts	50%	
90.15	Scales of sensitive of 5 centigrams or better, with weights or without:		
1000	the scales:		
1020	of a sensitivity of 1 centigram or better	10%	
1090	Others	50%	
9000	Parts	50%	
90.28-2500	Electrical or electronic scales of sensitivity of 5 centigrams or better (whose non-electrical counterparts fall within item 19.15):		
2510	Of a sensitivity of 1 centigram or better	10%	
2590	Others	50%	
90.29-6000	Parts or accessories for use solely or principally with scales falling under item 90.28	50%	Varies according to item

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LEBANON

Customs tariff

THE FOLLOWING AMENDMENTS have been made in the Lebanese Customs tariffs:

Heading No.	Description of Goods	Basis for Collection	Normal Tariff
41.10	Composite leather with a basis of leather fibre in slabs, in sheets or in rolls. (Rest unchanged).		

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Cement

THE BRITISH Embassy in Beirut have reported that, according to *Official Gazette* No. 21 of March 11, 1968, natural and artificial cement are now subject to the import licensing system.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757 Ext. 420).

LIBYA

Classification of contractors in international registers

ACCORDING TO the British Embassy in Tripoli, the Libyan Ministry of Public Works have issued a decree published in *Official Gazette* No. 25 of December 15, 1967, which describes the Cabinet decision to classify contractors in international and local registers.

This move is aimed to encourage major international contractors to bid for Government contracts, with the knowledge that they are not competing with innumerable small firms.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting CRE 22037/G.

REPUBLIC OF SENEGAL

Global import quotas 1968

IT HAS BEEN announced in Dakar that the following global quotas have been made available for imports into Senegal for the year ending December 31, 1968. The closing date for applications is April 20 for all items.

Description of Item	Amount of quota (in French francs)
Private cars	2,520,000
Commercial vehicles up to 3 tons	2,904,000
Dairy products	522,047
Beer	275,580
Drinks other than whisky and gin	377,550
Whisky and gin	2,178,000
Sugar confectionery, cocoa and cocoa preparations, and preprations of cereals	531,067
Living animals, meat, edible offal, fish, shells, eggs and honey, vegetables, flowers, plants, tubers, tea, mate, spices, cereals other than flour, nuts, grease, oil except palm and groundnut oil	17,501,435
Cereals other than corn	67,861,180
Sugar	2,000,000
Raw and manufactured tobacco	2,475,400
Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	885,500
Pharmaceutical products, colouring materials, insecticides	1,723,444
Plastic materials	1,171,000
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic material	1,856,840
Printed cotton and synthetic materials	5,067,500
Cost of printing on French and Senegalese unbleached fabrics	2,000,000
Unprinted synthetic fabrics	508,200
Jute sacks	1,904,720
Knitted and crocheted goods, clothing and accessories	382,730
Household articles and miscellaneous articles of base metals, storm lanterns	2,780,418
Tools and cutlery	500,000
Watches and clocks	120,000
Refrigerators	1,000,000
Domestic radio apparatus	1,190,840
Office equipment, electrical consumer goods, photographic and cinema equipment, other goods in Chapter 84	3,584,258
Leather and paper goods, synthetic yarn, wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	10,903,739

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SINGAPORE

Pioneer industries ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Manufacture of equipment and supplies	Military equipment and supplies of all types.
2. Petrochemical	Carbon black.

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of January 26, 1968, page 283.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of March 15 issue.

Liberalization of imports

THE JAPANESE GOVERNMENT have announced that from April 1, 1968, further additions have been made to the commodities for which licences are freely issued. They are as follows:

Tariff No.	Description
33.06-1	Perfumed water including Eau de Cologne and the like
33.06-2	Toilet powder
ex 33.06-3	Cream and rouges
ex 33.06-5	Toilet water
58.09	Tulle and other net fabrics, figured; hand or mechanically made lace, in the piece, in strips or in motifs; wholly of cotton, wool, flax, ramie, synthetic fibres or acetate fibres, or consisting of a combination of two or more of those fibres, with or without other fibres

Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

AUSTRALIA

Tariff changes

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on (a) earth moving, materials handling and excavating machinery and equipment, (b) wooden articles and (c) pneumatic tyre valves and parts.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468), as soon as these are received.

(*Continued on next page*)

HOW FAR DOWN IS UNDER?

8 Old Jewry, E.C.2

You'll find us right here in London at your service; we can help you with information on all aspects of Australia.

You want to know more about markets, economic conditions, and opportunities for trade and investment? Our knowledge of these matters is extensive, first hand and up-to-date, and our complete range of banking services is at the disposal of all who may find them helpful.

Your enquiries are invited.

Commonwealth Trading Bank of Australia

Chief London Office: 8 Old Jewry, London, E.C.2
Head Office: Box 2719, G.P.O., Sydney, N.S.W.,2001, Australia.

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO BARBADOS & THE WINDWARDS

Dominica 8 days ■ Barbados 9 days
Grenada 11 days ■ St. Lucia/St. Vincent 12 days
Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Gillick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Gillick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 30771. Telex 47633
A. H. Soale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 54 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

AUSTRALIA, *continued*

Tariff preferences for developed countries

IN THE *Board of Trade Journal* dated October 27, 1967, details were given of provisions made for extension to the range of products covered by the Australian system of tariff preferences accorded to selected imports from less developed countries.

The Australian Government have now announced that, in accordance with those provisions, the following additional tariff preferences were introduced with effect from January 2, 1968.

Tariff Item	Brief Description	Tariff Rates			Annual Quota Limit to Preference for Less Developed Countries $A
		British Preferential	General Tariff	Preferential Rate for Less Developed Countries	
65.02.990	Hat shapes, other	22½%	35%	Free	30,000
Ex 55.09.49	Hand woven cotton fabrics, hand printed	45%	55%	Free	50,000

Preferential duty-free entry, without quota limit, has also been accorded the following:

Goods that, in the opinion of the Minister, are hand-made traditional products of cottage industries in less developed countries, as follows:

Woven, braided, knitted or plaited articles made from straw, rushes, reeds, strips of vegetable fibres, bark or like materials, being articles to which the following tariff provisions apply:

Paragraph 46.02.99;
Sub-item 46.03.2;
Sub-item 46.03.3 (other than articles of wicker, cane or bamboo);
Sub-item 46.03.4; or
Paragraph 46.03.99.

Skirts of grass or like vegetable materials, of a kind known as hula skirts.

The Australian Government have also announced that arrangements have been made for the Republic of China (Taiwan) to share in the preferences accorded to less developed countries in the Australian Customs Tariff as from January 1, 1968, with the exception of those on Portland Cement (tariff item 25.23.1) and toys (tariff item 97.03.9).

Any inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE/13233/G/4.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **rubberized textile fabrics** (tariff item 59.11).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods:		
59.11.100	With rubber addition, the quantity of rubber amounting to not more than 1 oz. per sq. yd. of fabric	55%	45%
59.11.900	Other	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 26.** Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 803/68.

NEW ZEALAND

1968/69 Import Licensing Schedule

THE NEW ZEALAND import licensing arrangements for the year July 1, 1968, to June 30, 1969, were published in Wellington on March 29. The principal features are:

The list of items exempt from import licensing has been extended to include such goods as edible nuts, crystal glassware, binoculars, cameras, watches and clocks, sporting arms, vacuum flasks, whisky, brandy and rum imported in bulk, chemicals, agricultural seeds, laboratory and pharmaceutical glassware, certain earth moving machinery, reapers, binders, harvesters, office machines and unassembled vehicles of other than two wheel drive. In addition various tools, measuring appliances, printers' plates and dental and medical instruments will become exempt on July 1, 1968, subject to any applications for variation in rates of duty being made and dealt with by June 30, 1968.

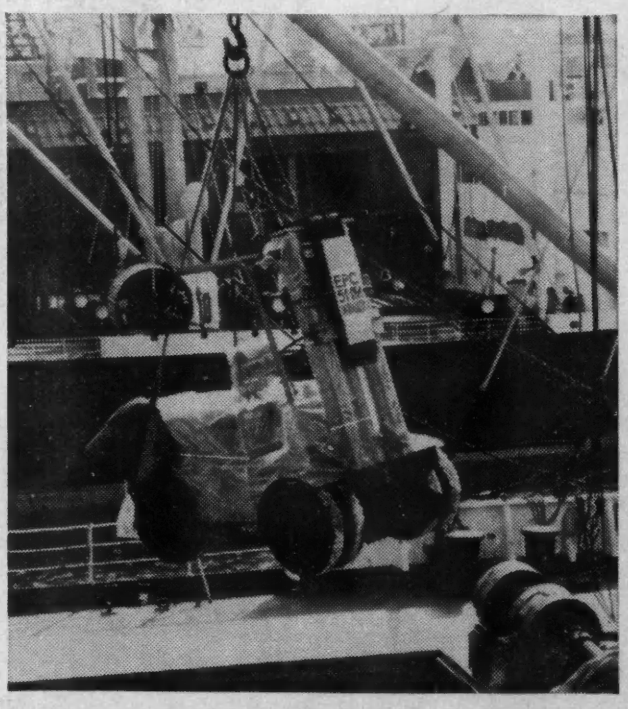
Licences for most of the goods for which a basic licence entitlement is allocated will be increased to 115 per cent of the 1967/68 levels, but in a few cases, including heavy weight woollen and synthetic fibre piece-goods, licence allocations will be cut.

Licences for spare parts will in general be 115 per cent of 1967/68 licences and some further items will be exempt. Applications for additional licences will be considered on evidence of need and on evidence that stocks are being maintained at the lowest level consistent with efficient service.

The aggregation scheme is being discontinued because of the

(*Continued on page* 1199)

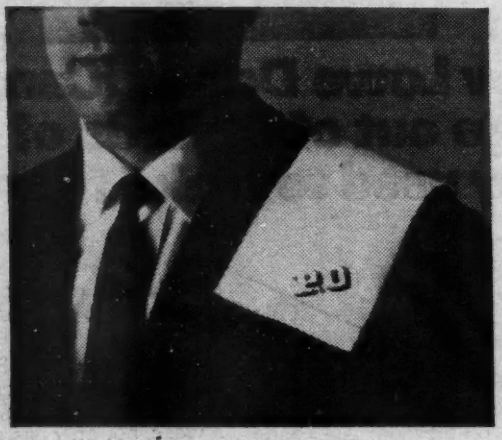
FORK-LIFT TRUCKS FOR CHILE



Loading one of 80 *Yale fork-lift trucks aboard the 'Kenuta' at Liverpool. For the Chilean Port Authority, these* 6,000 *lb.-capacity diesel machines are said to comprise the largest single consignment of British-built fork-lift trucks ever to be despatched from the United Kingdom.*

Far East Shippers!

Want a broad shoulder to cry on occasionally?



It's time you shipped more with P&O

Shipping, as a business, does have its problems, doesn't it? But when things go wrong occasionally, and when they don't, it's good to know that P&O people take a personal interest in their customers' problems. This isn't just their good nature. The fact is that P&O people find that by contacting customers regularly, many problems get snuffed out before they really become problems.

But this emphasis on personal contact is only part of an *all-round* P&O service. It includes not only getting goods to their destination safely and on time, but also provides efficient handling of the complicated documentation too.

And if you want really fast ships, P&O have got them. After all, cargo ships don't come much faster than the new P&O Straths–just look at their schedules!

Isn't this the sort of all-round service you're looking for on the Far East run?

Things go smoother with P&O

P&O

FAR EAST FREIGHT SERVICE

P&O Lines Management Ltd., Beaufort House, Gravel Lane, London, E.1. (01-283 8000)

Now Lowe Donald (Canada) make more out of 10 yards of cloth than they used to make from 60.

How come?

By using Air Canada's 24-hour freight service. Lowe Donald & Co. Ltd. are a Scottish firm making men's woollen and worsted suitings. Until 6 months ago their office in Toronto relied for stock on cloth shipped out from London. And that meant waiting 10 to 14 days every time they ordered.

So Lowe Donald were forced to keep a spare 60 yards of each pattern in Toronto —and you can imagine what that cost in tied-up capital, extra insurance and storage space. That's why they decided to find out what Air Canada's freight service could do for them.

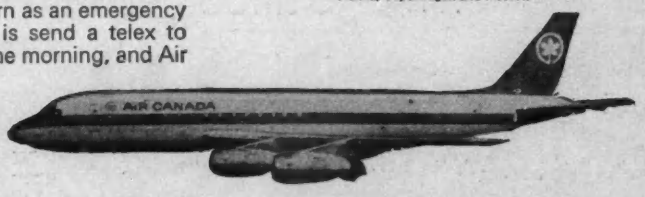
Air Canada offered them 24-hour delivery as often as they needed it, which straight away cut out the need to keep spare stock in at all. (Now they just hold 10 yards of each pattern as an emergency reserve.) All they do is send a telex to England, received in the morning, and Air Canada flies goods out to Toronto *the same night*, to be collected and delivered next day.

Turnover up 15% Results have been immediate and spectacular for Lowe Donald. By using air freight 2 or 3 times a week, not only has stockholding been slashed by five-sixths, but turnover has shot up 15% in only 6 months. What's more, their cloth can now be packed in light canvas air bags instead of unwieldy crates, which speeds up the process at both ends of the journey and saves them money.

Lowe Donald have plans to use Air Canada's air freight daily. They say Air Canada has made it as quick to deal with Toronto as their own London office.

AIR CANADA

39 Dover Street, London W.1. 01-629 9292. And offices in Glasgow, Shannon, Birmingham, Manchester, Leeds, Paris, Frankfurt, Zurich, Vienna, Copenhagen and Moscow



exemption of many of the items which were included in G.601 licences. However, licence holders will not lose the flexibility which they have had under this scheme as they will be able to nominate the item codes in which they wish to receive their entitlement. Provided nominated item codes were included in the licence holder's G.601 licence for 1967/68, and provided the total value conforms with the 1968/69 provisions, entitlements will be transferred to substantive item codes.

Token licences will be increased to 115 per cent of similar licences issued in the 1967/68 period.

Any inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2320).

UNITED STATES

Investigation — broom corn

THE *Board of Trade Journal* dated November 10, 1967 gave notice of an investigation by the United States Tariff Commission to determine whether broom corn is being imported into the United States in such quantities as to cause injury to the United States domestic broom corn industry.

The Tariff Commission has now issued a report to the President of its unanimous finding that broom corn is not, as a result in major part of Trade Agreement concessions, being imported into the United States in such increased quantities as to cause or threaten to cause, serious injury to the domestic broom corn industry.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

Tariff Board hearing on naphtha for use in the production of petrochemicals

AN ANNOUNCEMENT about the Canadian Tariff Board hearing on naphtha for use in the production of petrochemicals was published in the *Board of Trade Journal* of April 5, page 1125. The Canadian Tariff Board have now given notice that the public hearing will be held at 219 Argyle Avenue, Ottawa, commencing on Monday, June 3, 1968, at 10 a.m.

Proposals concerning the wording and the rates of duty of tariff item 26901-1 in so far as it relates to naphtha for use in the production of petrochemicals, and briefs or submissions containing relevant facts and arguments in support of such proposals, should be filed in writing with the Tariff Board not later than Friday, May 17, 1968.

One hundred (100) copies of the proposals and briefs or submissions should be filed with the Secretary, The Tariff Board, Ottawa 4, Ontario; these will be distributed to interested parties on request to the Tariff Board's secretary.

Persons proposing to attend the hearing should notify the Tariff Board's Secretary not later than Friday, May 24, 1968, in order to ensure that seating accommodation at the hearing will be available.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses in April 5 issue of the Journal.)

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax - Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act 1958 may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

ENERGETIC YOUNG EXPORT COMPANY seek agencies from reputable British manufacturers for small territories not being worked by their export departments. Box M. 11510.

SESAF S.A. Research Specialists in African Affairs announce the publication of PARALLELES a quarterly magazine promoting the growth of African Trade and Industry. For subscription rates and advertising please write R. Hendon, 18 Stamford Brook Mans., Goldhawk Road, London, W.6.

SCOTCH WHISKY NOVELTY - The Smallest Bottle of Scotch Whisky in the World! In a Matchbox in Fact! Home and Overseas Inquiries Welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

WORLD-WIDE TRAVELLER required, by Export Merchant. Based in London. Box S.6701.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	29 Mar. 1968
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Mileage and traffic (M)	22 Mar. 1968
Trade by air (6-M)	15 Mar. 1968
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 April 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	2 Feb. 1968
New companies registered:	
Gt. Britain (M)	29 Mar. 1968
N. Ireland (M)	22 Mar. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	9 Feb. 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Mar. 1968
Production, exports and orders (M)	29 Mar. 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	5 April 1968
Cinema admissions and takings (M)	29 Mar. 1968
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	15 Mar. 1968
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	1 Mar. 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	5 April 1968
Value of overseas trade (M)	22 Mar. 1968
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	This week
Hire-purchase:	
Assets and liabilities of HP companies (Q)	16 Feb. 1968
Business (M)	5 April 1968
Industrial building provisional figures (Q)	26 Jan. 1968
Industrial production:	
Index nos. (M)	29 Mar. 1968
N. Ireland index (M)	29 Mar. 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	22 Dec. 1967
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	5 April 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 Nov. 1967
Production (M)	5 April 1968
Motor industry:	
Car and commercial vehicle production (M)	29 Mar. 1968
Motor trade turnover (M)	22 Mar. 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	29 Mar. 1968
Retail trade:	
Index nos. (M)	5 April 1968
N. Ireland index (M)	23 Feb. 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	29 Mar. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trade (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors (Q)	5 April 1968
Retail (M)	5 April 1968
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	22 Mar. 1968
Cotton production (M)	22 Mar. 1968
Wholesale houses sales (M)	15 Mar. 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	22 Mar. 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	5 April 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	23 Feb. 1968
Board of Trade Regional organization	5 April 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	5 April 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© **Crown Copyright 1968**

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4 (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

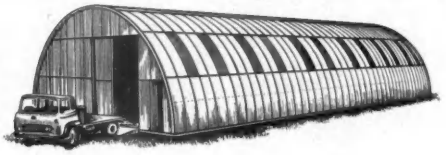
Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3708.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to HM Government Departments.

NEW ALL STEEL "SUPER ROMNEY" BUILDINGS



35 ft. span. 17 ft. 6 ins. high to centre. Any length in multiples of 8ft. Large sliding doors 12ft. high x 10 ft. 8 ins. wide. Separate access doors.

As supplied to Contractors—Government Departments — Port Authorities — etc throughout the world.

Also available: Nissen Type Buildings 16 ft., 24 ft. and 30 ft. span. Any length in multiples of 6 ft.

NAYLORS (BILSTON) LTD., 204 Wolverhampton Street, Bilston, Staffs.

Phone: Bilston 41689, 42448

STEELTUBE

Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.

Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON

'ARDUA' Brushes

WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) **Ltd.**
(Est. 1890)
Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

AMLEN CHEMICAL CO. (UK) LTD.

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC.

WALLINGFORD ROAD,
UXBRIDGE, MIDDX. Tel. Uxbridge 32412

BRANCHES THROUGHOUT THE U.K.

ALUMINIUM HOLLOWARE

Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) **Co. Ltd.**
Crown Street, Wolverhampton, Staffs.
Telephone: Wolverhampton 25979

General sheet metal workers
metal polishers to the trade
Cutting capacity 10' x ¼"
Brake Press 10' x ⅛"

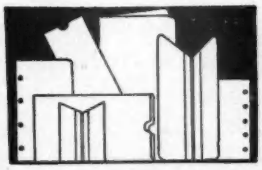
Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road
Barking, Essex.
Telephone: RIPleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

DAMON
CONTAINERS
REGD.

Industrial Fibreboard Containers for Materials Handling, Storage, etc.
Products of
NOMAD BOX CO. LTD.
Rockingham Road, Market Harborough 3114.

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

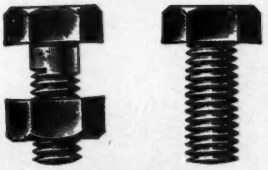


PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

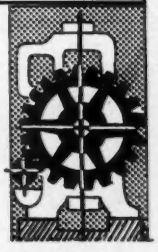
Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial, 021-449 3781

IDDON
BROTHERS LIMITED

MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.



LEYLAND ENGLAND

Could you tighten up your production costs – like Firth Cleveland?

They've found a Development Area a help to lower prices.

Firth Cleveland are now one of the largest producers of nuts in the U.K. fastener business. But five years ago they simply had a new idea for making a better nut, faster and cheaper than anyone else in the world. And they wanted a factory to make it in. They built one in Pembroke. In a Development Area.

In 1962 they started construction. They reckon their factory rent and rates cost about a third of what they would have had to pay in a traditional industrial area. Transport, on the other hand, costs more. But off-set that against £10 per man per week training grant for every new job, and 45% grant on the cost of new plant and machinery, and you see why it pays to invest in a Development Area. The business successes of the '70s are being planned there now.

Within five years Firth Cleveland have captured a big share of the U.K. market and consistently been able to reduce their prices. Their sights are now firmly set on becoming the world's largest producer. So they need room to expand. Their Development Area provides it. Already they've almost doubled the size of their plant.

The Development Areas also offer other incentives. Employment Premiums, for example, now save Firth Cleveland £16,000 per annum.

Scotland, Wales, the North, Merseyside and the South-West are the Development Areas.

To discuss the opportunities they offer, write or 'phone Industrial Expansion at Headquarters, London, or your nearest Board of Trade Regional Office. Or, if you would like to know more first, fill in the coupon and we'll send you some interesting reading about the Development Areas and Northern Ireland.

Invest NOW for the '70s

For advice and action contact
INDUSTRIAL EXPANSION
at the
BOARD OF TRADE

1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333
or your nearest Board of Trade Regional Office.

To: "INDUSTRIAL EXPANSION", the Board of Trade. *Please send me "Room to Expand", the complete range of illustrated explanatory literature.*

NAME AND POSITION IN COMPANY _____

_____

COMPANY NAME _____

ADDRESS _____

_____

TYPE OF BUSINESS _____

BTJ 9